

THE NATIONAL Provisioner

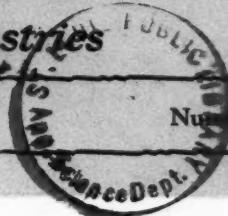
THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78

APRIL 28, 1928

Reference Dept.
7th Floor

Number 17



The Frank Bag

Clearly a Saving and a Better Product

A glance to the right will tell you the whole story of the saving effected through the use of the Frank Bag as well as the improved product it produces.

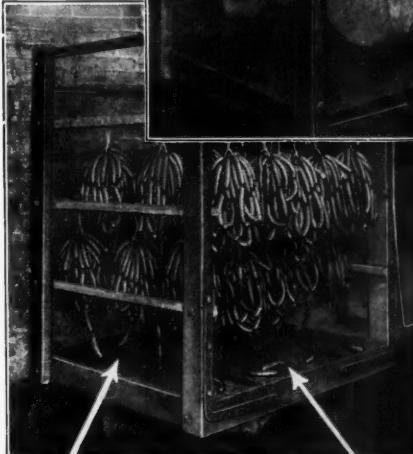
Frank Bags are especially made for the purpose. They neatly enclose a bunch of franks, preventing loss and contamination.

They also cut handling time so that they not only save money but, at the same time, make money.

A trial order will convince you. Send it in

Now!

Sanitary
Reduces
Handling
Costs
Saves
Time
and
Money



Saves
Loss from
Dropping
Waste and
Handling
Time
Prevents
Sweating
Franks
from
Gathering
Bacteria

Fred C. Cahn

226 W. Adams St. *Selling Agent* Chicago, Illinois

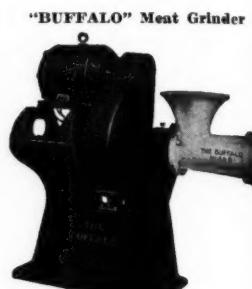
The Adler Underwear & Hosiery Mfg. Co.

The World's Largest Knitters of Stockinette Fabrics

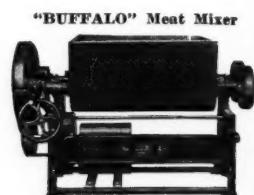
April 28, 1928.



Produces the finest quality sausage meat.



No more grinder troubles when you install a "BUFFALO."



Mixes meat most thoroughly in least time.



Cuts and empties a bowl of meat in 4 minutes.

SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.

THE fame of this marvelous new "BUFFALO" Machine is spreading throughout the country.

Already many of the largest packers and sausage makers are using it and swear by it.

Equipped exclusively with the famous H. & S. Superior Piston—will not leak air, meat or water!

Features of design found in no other stuffer are included in the "BUFFALO," enabling you to turn out more work at less cost at almost unbelievable savings in time, labor and air pressure.

*It will pay you to investigate the new
"BUFFALO" Stuffer*

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway

Buffalo, N. Y., U. S. A.

"BUFFALO"

SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS
SCHONLAND CASING PULLER

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1928, by The National Provisioner, Inc. Title Registered in U. S. Patent Office.

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 17

APRIL 28, 1928

Chicago and New York

Modern Methods of Meat Merchandising

Southern California Meat Packers Who Package and Trade Mark Quality Lambs and Merchandise Them with Advertising

Students of meat merchandising have noted the recent trend in the industry toward more approved methods of preparing meats for the market and merchandising them — methods that have been tried out and found valuable by manufacturers of other food products.

Housewives have been educated to the point where they are becoming more and more particular, not only in their choice of foods, but in the manner in which they come to them.

They have learned that when a manufacturer brands his product, and spends money to advertise it, he guarantees its quality. When he continues to advertise he guarantees that quality will be maintained.

Food purchasers react favorably to advertising featuring new food products, or old products put up in a new way, and branded or trademarked for ready identification.

Trade Marked Products Popular.

The meat industry has identified certain products by brand names for a long time. More recently packaging of one kind or another has increased.

Even fresh meat—beef was the first—are being grade marked and trade marked, and wrapped in attractive dress for delivery.

This trade marking, grade marking and packaging of fresh meats is regarded as a step in the

right direction, and is doing its share to increase per capita consumption of meats. But more effort must be made to popularize meat by putting behind it the merchandising effort that will sell particular products to the public, and cause housewives to demand them by brand name from their dealers.

Pacific Coast packers have been among the leaders in merchandising quality meats by advertising. The Hauser Packing Co. of Los Angeles has for several years led in the popularizing of baby beef, and has carried an extensive and expensive advertising campaign on its own shoulders.

Now comes another Los Angeles packer with an up-to-date advertising and merchandising campaign on lamb.

Modern Way to Sell Lamb.

The Woodward-Bennett Packing Co., Los Angeles, specializes

on Southern California lamb. It carefully grades and regrades the carcasses, segregates those of top quality and trade marks these superior carcasses for ready identification.

Having produced a superior product and guaranteed the quality with the firm's brand, the company then packages the carcasses and creates a demand for them with advertising.

Its methods differ little, if at all, from the merchandising methods used by manufacturers of other foodstuffs. What is interesting is that this company is using these methods for fresh meat, and is pointing the merchandising way to other packers who are not quite satisfied with the conditions under which they are often forced to dispose of their fresh meat output.

In this particular case effort was directed toward merchandis-

97% of Southern California Physicians recommend meat as essential to health 

THE NEWSPAPER ADS WERE SUPPLEMENTED WITH POSTERS SUCH AS THIS.

Before the start of the lamb merchandising campaign a survey was made among the physicians of Southern California to learn their opinions on the value of meat in the diet. Out of 1,225 physicians interviewed 1,194, or 97 per cent, endorsed meat as a healthful and beneficial food. A statement of this fact appeared prominently in all of the advertisements. This poster, 6 by 18 in. in size, was furnished to retailers for display in the stores.

April 28, 1928.

ing high quality lamb. But the plan, with slight modification, principally in advertising copy, might be used to merchandise any trade-marked meat, fresh or cured.

Broad Gauge Meat Boosting

In the meat merchandising campaign of the Woodward-Bennett Packing Co., Los Angeles, Calif., the company endeavored—and successfully, it would seem—to accomplish three things:

1. To increase the consumption of meat in general.
2. To increase the consumption of lamb.
3. To increase the consumption of carefully selected and graded lambs bearing the W-B Diamond Brand trademark.

While the campaign was designed to be profitable to the Woodward-Bennett Packing Co., the method made it helpful to all merchandisers of meat.

The greater portion of each of the advertisements was given over to sound arguments for the greater consumption of meat, and lamb particularly, in the diet. While the superior qualities of W-B Diamond Brand lamb were emphasized, but a small percentage of each ad was given over to this individual firm advertising.

There can be no doubt that the campaign will be of lasting benefit to the Woodward-Bennett company, but at the same time it should also be of great value to all of the meat packers and retailers serving the territory.

And, in this connection, if the campaign has done nothing else but to convince the meat trade of the territory that something very definite to increase meat consumption can be done through advertising, it has been very much worth while.

Advertising Based on Facts.

If this advertising campaign is noteworthy for any one particular detail, it is that all of the arguments for meat and lamb consumption are based on scientific fact, and that meat or lamb is not advocated other than as part of a balanced diet.

"The proper diet for the normal healthy person," one ad says, "is one having a variety of foods. There are protein foods such as meat, milk, eggs, cheese; starchy foods such as wheat, corn, potatoes, bread and rice; and fatty foods such as butter, fat, meats, lard and salad oils. Such foods as spinach, lettuce, cabbage, beet tops and similar greens are especially valuable for minerals, vitamines and bulk. Fresh fruits and some raw foods are also of great value in the daily diet. Sugar is necessary, thus furnishing another good reason for desserts."

Continuing, this advertisement lists

five lamb dishes, and specifies other foods to serve with each lamb cut to give a balanced meat.

Thus the ads were made more than of passing interest. Practically each one of them contained information that was not only interesting, but also valuable to the housewife who has the health of her family in mind, and who is glad to get information to aid her in serving better and more tasty meals.

The following paragraphs from one of the advertisements will serve to illustrate how the subject of meat in general was handled, and how the statements made were supported by scientific facts:

Doctors Advise Eating Meat.

"Suppose the medical profession had been content simply to cure illness after it occurred. Suppose the gigantic prescription of disease prevention which is saving lives by the hundreds of thousands had not been written.

"The physicians 'do's' and 'don'ts' for healthy persons are part of this extensive program of illness prevention, and as such deserves the hearty co-operation of those who value precious good health.

"In Southern California 1,194 prominent members of the medical profession endorse meat. Almost unanimously they favor this healthful body-building food for normal people, including children. Moreover they point out the dangers of the meatless diet fad. If there is any doubt in your mind, ask your physician!"

"For persons in good health, science and the appetite agree on a balanced, complete diet. Natural and enjoyable—devoid of 'duty' foods and doleful fad preparations. Science doesn't rob the daily menu of its old-time zest and relish."

Meat Necessary for Children.

On this subject another ad said:

"Little active bodies so careless of their energy—mother is extremely anxious to see them grow up strong, robust and vigorous in mind and body.

"Proper feeding is so important, with the air full of fads, fancies and food whims that mother may become a bit confused at times.

"Her physician will reassure her of the necessity of a well-balanced family diet. The balanced diet contains meat. Meat such as lamb is necessary to build up, repair, maintain and regulate body and health."

All references to the value and need of meat in the diet are based on a survey among the physicians of Southern California to learn their views on this subject.

In all, the opinions of 1,225 physicians were sought. Of this number 1,194—or 97 per cent—endorsed meat

**Fresh Meat
Graded for Quality
and Marked for
Your Protection**

Lamb

HERE is good news and a direct answer to a food question that

excellent, tender and of fine flavor. The pink texture of the meat is firm and finely grained.

ANNOUNCING THE NEW PLAN OF MERCHANTISING QUALITY LAMB.

In this advertisement, published early in the merchandising campaign, the plan of selecting, wrapping and trade marking lambs of superior quality is announced.

The need for a quality standard in fresh meat that the public can identify by a grade mark or a trade mark is outlined, and the manner in which W-B Diamond Brand Lambs are selected, graded, handled, wrapped and trade marked is told.

Among other things the ad makes clear that only one lamb out of about every nine is good enough to bear the trademark of the Woodward-Bennett Co. To make it easy for the housewife to get this superior lamb, a list of dealers handling it, with their addresses, is given following the other matter.

as a healthful and beneficial food supplying many of the elements needed by the body.

Deliciousness of Lamb Featured.

This survey, summed up in the following words, occupied a prominent place in all of the advertisements printed: "1,194 out of 1,225 prominent physicians of Southern California, or 97 per cent, advocate meat in the diet of the normal person. Ask your physician."

On the second phase of the campaign—the effort to increase the consumption of lamb—much space was devoted to featuring the different cuts of lamb, how to prepare them, and the palatability and food value of this meat.

One advertisement was headed: "Let your palate be your guide—your own good sense will tell you." Another: "Eat and enjoy this savory dish."

This latter advertisement featured roast leg of lamb and continued: "Roast leg of lamb for dinner—they will all be there and on time. When this popular roast is browning, its savory aroma stealing through the house stirs impatient appetites and plenty of helping hands appear to set the table."

"Meat, especially lamb, is a natural appetizer. Its aroma whets the desire for food. Its flavor promotes the ready flow of digestive juices. This meat, which in itself is readily digestible, proves an aid in the assimilation of other foods.

"How fortunate that meat is so palatable. For it is a necessity in the diet. Our bodies require the 'complete' proteins, also iron-phosphorus energy value which meat supplies. Children need meat to grow. Grown-ups require it to maintain the body in health and vigor."

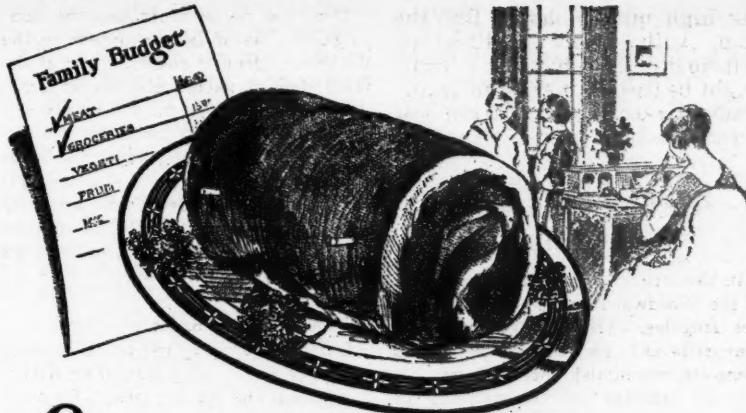
Economical Cuts Featured.

Another advertisement which featured lamb roast said: "Shut your eyes right now and imagine the delicious flavor of a serving of nicely browned lamb roast or a juicy lamb chop. The very suggestion is tantalizing! And there are more than one hundred other ways of preparing lamb."

As an aid to the housewife one or more recipes for preparing lamb dishes were included in each ad. These gave the preparation of the more common cuts, as well as the uncommon dishes—such as lamb en casserole, tomatoes stuffed with lamb salad, lamb patties, curried lamb with macaroni, etc.

Several of the advertisements featured the economy of purchasing cuts of lamb other than chops and legs, and contained recipes for preparing and serving these cheaper cuts in an attractive and appetizing manner.

Up to this point it will be seen that



Economical Lamb Dishes

Roasting the Rolled Shoulder of Lamb

YOUR butcher will bone and roll this cut for you. See that the "fall" or perch meat-like part of the shoulder is visible. Rub surface with salt and pepper and if desired brush over with several teaspoons of onion juice. Place in roaster with 1 cup of hot water and set pan in a hot oven (350°F.) for 20 minutes. Reduce heat to 300°F. (350°F.) and roast until done allowing about 25 minutes to the pound. Add small amount of hot water as liquid evaporates in uncovered roaster.

Keep the Food Budget Low Keep the Family Happy Hearty and Healthy.

AS YET, no Burbank of animal husbandry has come forth with a species of lamb that is all chops and leg roasts.

HELPING THE HOUSEWIFE TO KEEP FOOD COSTS LOW.

This ad featured the economy and palatability of the cheaper cuts of lamb. "As yet no Burbank of animal husbandry," the ad says, "has come forth with a species of lamb that is all chops and leg roasts. Until this occurs the American housewife will continue to have a lot of fun devising nutritious, savory dishes from the shoulder, neck, breast and shank." The good qualities of rolled shoulder of lamb, such as is illustrated, are then told.

The ad also gives recipes on how to prepare and cook rolled shoulder and rolled stuffed shoulder of lamb. Others of the cheaper cuts of lamb were featured from time to time during the campaign in other advertisements.

the advertising matter, while it features lamb, might be used with a few changes for beef, pork or veal, or any meat fresh or cured.

Only Choicest Lambs Are Trademarked.

How the W-B Diamond Brand lamb feature of the campaign was handled is interesting.

Having presented strong arguments for meat or lamb in general, and having aroused the desire for lamb, attention was then called in each advertisement to the trade-marked lambs of the Woodward-Bennett Packing Co.

The following, typical of this matter in most of the ads, illustrates how this was done:

"Now, if you want a special treat—and of course you are particular about the meat you buy—ask for W-B Diamond Brand Lamb. It comes from the choicest of lambs, carefully selected and especially fed. Twice graded for quality.

"Only one out of nine of the selected lambs is good enough for this fine brand. The meat is carefully handled under immaculate sanitary conditions and is rigidly inspected. It is correctly 'seasoned' or aged just the proper length of time in the proper chilling temperatures.

"Then, before going to market, it is

completely covered with a sanitary fabric envelope.

"Please don't ask us to describe the juicy tenderness or delicate individual flavor of this choice W-B lamb. You'll notice the difference when you try it. Your butcher has it, or can get it."

Ads Feature Retailers.

In an advertisement featuring roast lamb, this was said about W-B lamb:

"Now, there is some good news about lamb for hostesses. It's about a special grade of lamb that is absolutely sure to be juicy, tender, delicious and of exceedingly fine flavor. It is called W-B Diamond Brand. The pick of the lambs are especially milk and grain fed for market. The meat is carefully handled, seasoned and regraded. Only the very finest of meat can secure this mark."

"Ask at your market for W-B Diamond Brand Lamb. Then you can be sure that your meat will come out just right."

Previous to the campaign the plan was announced to the trade through the use of broadsides and posters.

The entire campaign was tied up with the retail shops by an advertisement which appeared once a month, in which the names of the retailers handling W-B Diamond Brand Lambs appeared.

(Continued on page 47.)

Australia Boosts Pork Effort to Encourage Hog Industry in That Country

(Staff Correspondence of The National Provisioner.)
Brisbane, Queens., March 26.

Efforts are being made to stimulate the consumption of pork products in Australia. This is part of a program to increase hog production, not only for domestic consumption but for the export trade.

Hog raising for export has met something of a setback because of the low price of pork in England, and the sharp competition met with on the British market.

State committees, under the wing of the government, formed by the various interests associated with the hog industry, together with government officials are endeavoring to secure greater local consumption of pig products, by such slogans as "Eat More Pork," "Eat More Bacon," "Eat More Pig Products."

So far there has been no appreciable result from this campaign, though it must be admitted that it is not yet in full swing. Australians do not readily take to a pork diet; they have been so accustomed to beef and mutton, which have been reasonable in price, that it is hard to get them to eat pork, especially when they must pay relatively more for it.

Until pork is much cheaper than either of the other meats, it will be hard for this meat to get a footing, or take something like the position that hog products occupy in America compared with products from other animals. No doubt much will be done by publicity and education.

Australian Pork Consumption.

It must not be inferred that the Australians do not consume a fair amount of hog products; they do. They are large meat eaters and relatively the quantity of pork consumed is not large. People who live in flats or crowded tenements are perhaps greater consumers, because more hog products are put up as small goods than the products of sheep and cattle.

But in the average household, and there is more individual habitation in Australia even in the cities, mutton and beef are more popular.

Not only on the marketing side is the committee occupying its attention, but in such matters as railway carriage of pigs, experimental feeding, breeding, etc. At shows an endeavor will be made to bring hogs and hog products more directly under the notice of the public.

In this connection, the most valuable part of the campaign is the establishment of school pig clubs in farming

districts. In this way prospective farmers are being interested in pig raising. Farmers in Australia, as elsewhere, are very conservative, and where some of them have tried pigs and met with cholera or other disease, they are hard to persuade to take up the industry again.

The youngsters are interested in pig raising, especially in the rural schools where they are receiving much useful information. In most cases they are raising a few hogs on their own account on their parents' farms.

Educating the Consumer.

The committee is invading the homes with suitable recipes for the use of hog products, so that mother is also becoming interested. The campaign, naturally, will take time.

The best chance for increased consumption is in the cities, especially the larger ones with crowded populations. Tasty by-products of the hog provide the best means of preparing hasty meals. Some of the companies have also been quick to cater for this trade, and for the growing army of motorists who go picknicking or camping.

The bacon and ham interests have also approached the Minister for Trade and Customs for a higher duty on their products, equal to that on butter—6d per lb. British preferential; 6½d intermediate and 7d general tariff. The present tariff is 3d, 4d and 4d respectively. It is claimed that the position is analogous to that of butter and cheese, and that bacon and hams should carry a similar duty.

Under the best management, it is argued, pig raising at present is not a paying proposition. On the other hand, the instructor in pig raising in Queensland claims that with 7½d a lb. for prime quality pigs, dressed weights, a profitable price is now being paid. If it could be stabilized and made permanent the industry would be on sound lines.

Stabilize Hog Prices.

A packer in the far north of Queensland, where there are no great centers of population, has for eight months been paying 7d a lb. for all prime quality bacon pigs of correct type and weight. This is part of a guarantee for twelve months offered by the factory.

This is important, as the plan is being carried out in the tropical part of the state, the elevated sections of which provide an ideal climate for pig raising and general agriculture.

This is said to be the first time in Australia that a stabilized price has been offered.

An improvement in the type of pig raised is generally reported, together with increased numbers. Exporters claim, however, that so far they are

not able to get suitable porkers in sufficient numbers continuously or at low enough rates to warrant the establishment of a permanent and increasing trade.

The exports from the Commonwealth of hog products are valued at over a quarter of million pounds sterling a year. But as Queensland State alone raises pigs valued at a million and a quarter, it must be plain that all the States find a ready market at home for most of their products.

While there is talk of an export trade the information to hand from the Commonwealth veterinary officer is not encouraging, for it speaks of prices for pork being lower than usual in Great Britain, notwithstanding the embargo on imports of fresh pork from Europe. This official points out that it would not pay to send either frozen pork or bacon to England while such prices rule.

In New Zealand an endeavor is being made to stimulate the export trade by a bonus, and similar assistance is suggested in Australia. The raising of pigs in New Zealand is increasing and a better type of pig is aimed at.

In Australia the trade is seeking to get a standard of type and weight. The weight approved for prime pigs is from 90 lbs. to 135 lbs.

HUNGARY EXPORTS LESS MEATS.

A marked decline in the export of meat products from Hungary in 1927 was shown from the exports of 1926. Exports of cattle decreased by 15 per cent, hogs by 40 per cent, and bacon and lard by 50 per cent. This remarkable falling off in exports of these products in 1927 is reported by trade commissioners of the U. S. Department of Commerce to be due to the fact that the heavy 1926 export business was conducted practically at a loss.

FAT BACKS IN AUSTRIA.

The market for fat backs in Austria was good during March, with prices the same as those of the previous month. Quite a large forward business in this line is being done, according to the American trade commissioner in that country, since buyers do not believe that any appreciable amount of European fat backs will become available before autumn.

BUSINESS PULLS TOGETHER.

"Teamwork for Prosperity" will be the keynote of the sixteenth annual meeting of the Chamber of Commerce of the United States, to be held in Washington, D. C., May 7-11, 1928. The "new competition," business traffic rules for the future, and a broader outlook on business at home and abroad will be given special attention.

Packers Begin Semi-Annual Meetings With Practical Programs

Twice a year, at least, meat packers who are members of the Institute of American Meat Packers get together for exchange of ideas and information—once in the fall annual convention of the Institute, and again in semi-annual spring meetings in various divisions of packer territory.

The first of the spring divisional meetings was held on April 20 at Nashville, Tenn., embracing states in the territory south of the Ohio river to the Gulf. Packers from Kentucky, Tennessee, Alabama, Georgia and other states participated in this gathering, and got a lot of good out of it.

Market and merchandising problems were discussed at a morning session. In the afternoon operating matters were taken up, and at the evening dinner the great major problems of the industry were reviewed by authorities. Those who attended found it very much worth while.

Sales Problems Are Discussed.

In the morning at the rooms of the Nashville Chamber of Commerce Divisional Chairman Henry Neuhoff of Nashville called the meeting to order and introduced Director H. R. Davison of the Institute's Department of Waste Elimination and Live Stock.

Mr. Davison reviewed some of the work being done toward eliminating waste in the industry, all the way from handling the live animal to the distribution end. Mr. Davison is constantly in the field, working on these problems, and it is evident that he is getting somewhere.

"Profitable Selling" was the topic of Sales Manager T. J. Yarbrough of the Neuhoff Packing Co., Nashville. Mr. Yarbrough is a student of sales problems and the handling of packer salesmen, and he reviewed a very wide subject in a way that showed he had given much thought to each of its phases. His appeal for concerted action in the elimination of sales evils met with very general approval.

A related subject was that of "Trends in Retail Merchandising," which was discussed by Howard W. McCall, of J. H. Allison & Co., Chattanooga, Tenn. Mr. McCall is a veteran in the sales field, and has the benefit of much experience and observation in drawing his conclusions. Most of his talk was devoted to the chain store situation as it affects meat merchandising, and he gave some very interesting statistics in this connection. His discussion will appear in full in a later issue of THE NATIONAL PROVISIONER.

The morning program concluded with a talk on the market situation by Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, followed by a general discussion on problems of the industry, participated in by the preceding speakers, Vice-President Woods of the Institute, Messrs. Vissmann and Fischer of Louisville, Bruce of Birmingham, Madden of Knoxville, Lorenz Neuhoff of Atlanta and others.

How Packer Can Make Money.

The point made by Mr. Aldrich—that the packer can make some money this year if he will merchandise his product—was concurred in by all those who participated. It was agreed that nothing could be accomplished, however, without a spirit of confidence and co-operation between competitors and their employees.

After an enjoyable luncheon at the Chamber of Commerce the afternoon session began under the direction of Vice Chairman Lorenz Neuhoff.

Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research, revealed the results of tests made on salt in curing, and told of some valuable work done in the determination of rancidity in lard. His application of science to the every-day problems of the meat packer impressed his hearers with its practical trends, and showed them that science can be used in every-day operations to make and save money.

Pointing Out the Plant Leaks.

"Coal Saving Possibilities" was the topic of Director H. D. Teft of the Department of Packinghouse Practice and Research. Mr. Teft had done a lot

of investigating in the packer's power house and coal pile, and the charts he showed indicated that many packers do not know as much about their fuel costs and their steam wastes as they should.

Concluding the afternoon program, the subject of "Elimination of Wastes in Plant Operations" was reviewed by H. J. Koenig of Armour and Company, who is chairman of the sub-committee on experimentation and engineering of the Institute. Mr. Koenig had every detail of plant operation at his finger's ends, and he reviewed a wide range of possible savings in the plant which packers need to attend to. The work of his committee in the waste elimination program will be watched with interest.

The meeting ended with a dinner at the Andrew Jackson hotel at which Executive Vice-President W. W. Woods of the Institute, speaking to the theme "The Business of Meat Packing," revealed for the first time the trend of the special investigation he is making into the problems of the industry. Mr. Woods had a lot of new and startling charts, and he made his hearers use pencil and paper to help him develop his subject.

A Study of Industry Conditions.

Conditions in the industry caused him to try to find out why it was that the most efficient packers are making only a modest profit, while others are the victims of recurrent periods of uncertainty. Average profits are so modest as to raise the question whether they are adequate for the service performed.

Mr. Woods is making a preliminary survey of the whole field, and later hopes to make an intensive study of some one aspect of the business with a view to the development of constructive recommendations.

The other speaker of the evening was Prof. Gus Dyer of Vanderbilt University, editor of the "Southern Agriculturist." Prof. Dyer disclaimed any knowledge of the packing industry or its problems, but he soon developed an uncanny ability to place his finger on the sore spots.

He frankly told the packers that theirs was a much misunderstood business, and that it was up to them to tell both the farmer and the consumer all the facts about it. His talk was thought-provoking as well as entertaining.

Among those present at the Nashville meeting were: E. G. Bruce, Birmingham Packing Co., Birmingham, Ala.; A. B. Catignani, Armour and Company, Nashville, Tenn.; H. R. Davison, Institute of American Meat Packers, Chicago; Gus Dyer, editor "South-

Packers' Convention at New York

The 1928 annual convention of the Institute of American Meat Packers will be held at Briarcliff Manor, near New York City, on October 22, 23 and 24, 1928.

This is the first time the packers' convention has been held in the East since 1923, when the meeting was held at Atlantic City.

The decision was announced at a meeting of the executive committee of the Institute, held at Chicago on April 26.

April 28, 1928

ern Agriculturist," Nashville, Tenn.; Henry Fischer, Henry Fischer Packing Co., Louisville, Ky.; J. A. Hawkinson, Allied Packers, Inc., Chicago; E. J. Koehm, Jacobs Packing Co., Nashville, Tenn.; H. J. Koenig, Armour and Company, Chicago.

Ira V. Lay, T. L. Lay Packing Co., Knoxville, Tenn.; Dr. W. Lee Lewis, Institute of American Meat Packers, Chicago; David G. Madden and A. C. Bruner, East Tennessee Packing Co., Knoxville, Tenn.; H. W. McCall, J. H. Allison & Co., Chattanooga, Tenn.; Henry Neuhoff, Henry Neuhoff, Jr., and Joseph Neuhoff, Neuhoff Packing Co., Nashville, Tenn.; Lorenz Neuhoff, White Provision Co., Atlanta, Ga.; C. J. Power, R. E. Power and H. J. Tenbrunsel, Power Packing Plant, Nashville, Tenn.; R. R. Smith, Swift & Company, Nashville, Tenn.; H. D. Tefft, Institute of American Meat Packers, Chicago; George W. Vissman and J. R. Humphrey, Jr., C. F. Vissman Co., Louisville, Ky.; W. W. Woods, Institute of American Meat Packers, Chicago; T. J. Yarbrough, Neuhoff Packing Co., Nashville, Tenn.; Paul I. Aldrich, editor THE NATIONAL PROVISIONER, Chicago.

MORE MEETINGS TO COME.

Important divisional meetings of the Institute of American Meat Packers are to be held in Cleveland, O., on May 3, and in New York City on May 4.

At the meeting in Cleveland, which will be held at the Hotel Statler, topics of keen interest to sales and operating executives will predominate. At the morning session Howard C. Greer, director of the Department of Organization and Accounting of the Institute of American Meat Packers, will discuss "What Does it Cost to Sell and Deliver your Product?" Mr. Greer, who formerly was head of the Department of Accounting at Ohio State University, has had previous experience in the packing industry.

At the morning session also W. W. Woods, executive vice president of the Institute, will talk on "The Business of Meat Packing," and C. G. Newcomb, vice president and general manager of the Lake Erie Provision Company, Cleveland, will discuss "Retail Merchandising Developments."

A talk on wastes in plant operations by G. L. Talley, vice president of the Jacob Dold Packing Company, Buffalo, N. Y., and a discussion on quick chilling of carcasses, by S. C. Bloom, of S. C. Bloom & Company, engineers, Chicago, will be features of the afternoon session. Dr. W. Lee Lewis, director of the Department of Scientific Research, will discuss recent research developments of practical significance,

and H. D. Tefft, director of the Institute's Department of Packinghouse Practice and Research, will talk on "Coal Saving Possibilities."

At the dinner session President Oscar G. Mayer will discuss the work of the Institute.

The New York meeting will be held on May 4 at the Pennsylvania Hotel. Frank M. Firor, president of Adolph Gobel, Inc., and George A. Schmidt, general manager of Otto Stahl, Inc., will talk on merchandising topics at the morning session. Pendleton Dudley, Director of the Institute's Eastern office, and Howard C. Greer, director of the Institute's Department of Organization and Accounting, also will speak at the morning session.

At the afternoon session W. W. Woods, executive vice president of the Institute, will be one of the speakers. Norman Draper, the Institute's Washington representative, and Dr. W. Lee Lewis also will speak at the afternoon session.

At the dinner session F. Edson White, president of Armour and Company, and chairman of the Commission on Elimination of Waste, will outline the important waste elimination program recently undertaken by the Institute. This will be followed by an address by President Mayer.

Additional regional meetings will be held on Wednesday, May 9, in Cedar Rapids, Iowa, for packers in Minnesota, Iowa, North and South Dakota and Nebraska, and in St. Louis on Friday, May 11, for packers in Illinois, Indiana, Missouri, and Wisconsin.

The programs for these meetings follow:

CEDAR RAPIDS MEETING.

Wednesday, May 9, E. S. Waterbury, presiding chairman. Divisional Committee: Jay C. Hormel, chairman; John W. Rath, William Diesing.

Morning Session, 10 A. M., Montrose Hotel. Report on recommendations made at last meeting, J. W. Rath, President Rath Packing Company. "Financial and Operating Ratios as Guides to Management," G. M. Pelton, Swift & Company. "Factors in Successful Selling," A. C. Sinclair, T. M. Sinclair & Company, Ltd.

Luncheon Session, 12 noon, Montrose Hotel.

Afternoon Session, 2 P. M. "The Institute's Program for the Elimination of Waste," H. R. Davison, Institute of American Meat Packers. "The Elimination of Wastes in Distribution," I. M. Hoagland, Chairman Committee on Distribution Problems.

Dinner Session, 6 P. M., Roosevelt Hotel. "The Hog and Pork Outlook," Henry A. Wallace, editor "Wallace's Farmer."

ST. LOUIS MEETING.

Friday, May 11, Missouri Athletic Club. Divisional Committee: C. J. Roberts, chairman; F. A. Hunter, K. H. Clarke.

Morning Session, 10 A. M. "The Institute's Waste Elimination Program," E. C. Merritt, St. Louis Independent Packing Company, and H. R. Davison, Director, Department of Waste Elimination and Live Stock, Institute of American Meat Packers. "Financial and Operating Ratios as Guides to Management," G. M. Pelton, Swift & Company.

Afternoon Session. "Ham Curing and Meat Conservation Studies," W. Lee Lewis, Director, Department of Scientific Research, Institute of American Meat Packers. "Elimination of Wastes in Plant Operations," H. J. Koenig, Armour and Company, Chicago. "Possibilities of Reducing Coal Costs," H. D. Tefft, Director, Department of Packinghouse Practice and Research.

Dinner Session, 6 P. M., Missouri Athletic Club. Speakers to be announced.

PACKERS MEET AT CHICAGO.

Packers from various parts of the United States met at Institute headquarters at Chicago on April 26 for a meeting of the regional chairmen of the Institute.

The afternoon's program included a very illuminating discussion of the cattle and beef situation by Col. E. N. Wentworth of Armour and Company, and a review and analysis of the hog and pork product situation by C. L. Harlan, livestock statistician of the U. S. Bureau of Agricultural Economics, Washington, D. C. A general discussion of the trade situation followed.

Packers in attendance from out of town included Frederic S. Snyder, Batchelder & Snyder Co., Boston, Mass.; George L. Franklin, Dunlevy-Franklin Co., Pittsburgh, Pa.; W. Richards and Sinclair, Kingan & Co., Indianapolis, Ind.; Frank A. Hunter, East Side Packing Co., East St. Louis, Ill.; James G. Cowrie, Jacob Dold Packing Co., Buffalo, N. Y.; Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; R. T. Keefe, Keefe-Le Stourgeon Co., Arkansas City, Kan.; A. C. Sinclair, T. M. Sinclair & Co., Cedar Rapids, Iowa; Jay E. Decker, J. E. Decker & Sons Co., Mason City, Iowa; John W. Rath, Rath Packing Co., Waterloo, Iowa; Chester Newcomb, Lake Erie Provision Co., Cleveland, O.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

THE NATIONAL Provisioner

Chicago and New York

Member

**Audit Bureau of Circulations
Associated Business Papers, Inc.**

**OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS**

**Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago**

**OTTO V. SCHRENK, President.
PAUL I. ALDRICH, Vice-President.
OSCAR H. CILLIS, Sec. and Treas.**

PAUL I. ALDRICH, Editor and Manager

GENERAL OFFICES.

**Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.**

**Telephone Wabash 0742, 0743, 3751.
Cable Address "Sampan," Chicago.**

EASTERN OFFICES.

**55 West 42d St., New York
Telephone Chickering 3139**

**TERMS OF SUBSCRIPTION INVARIABLY
IN ADVANCE, POSTAGE PREPAID.**

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

Is Your Paper Late?

THE NATIONAL PROVISIONER is put on mail trains in Chicago every Saturday before 11 a. m. It should reach you promptly.

If there is any delay, please save the wrapper, mark on it the hour of delivery to you by the carrier, and send it to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

This will aid us in obtaining proper service for you from the Post Office.

INSTITUTE OF AMERICAN MEAT PACKERS.

President—Oscar G. Mayer, Oscar Mayer & Company, Inc., Chicago, Illinois.

Executive Vice President—W. W. Woods, Institute of American Meat Packers, Chicago.

Vice Presidents—J. J. Felin, John J. Felin & Co., Inc., Philadelphia, Pa.; F. S. Snyder, Batchelder & Snyder Co., Boston, Mass.; E. A. Cudahy, Jr., Cudahy Packing Co., Chicago; J. A. Hawkinson, Allied Packers, Inc., Chicago.

Treasurer—Henry Neuhoff, Neuhoff Packing Co., Nashville, Tenn.

Chairman of Institute Plan Commission—Thos. R. Wilson, Wilson & Co., Chicago.

Central Administrative Committee—Oscar G. Mayer, ex-officio, Oscar Mayer & Co., Inc., Chicago; Thos. E. Wilson, Wilson & Co., Chicago; G. F. Swift, Swift & Company, Chicago; F. Edson White, Armour and Company, Chicago; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; A. T. Rohe, Rohe & Brother, New York, N.Y.

Directors—For three years: Charles E. Herrick, Brown Packing Co., Chicago; G. F. Swift, Swift & Co., Chicago; Elmore M. Schrotte, The J. & F. Schrotte Packing Co., Cincinnati, Ohio; L. E. Dennis, St. Louis Independent Packing Co., St. Louis, Mo.; John R. Kinghan, Kinghan & Co., Indianapolis, Ind. For two years: J. E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; F. Edson White, Armour & Company, Chicago; R. T. Keele, Henneberry & Company, Arkansas City, Kans.; J. W. Rath, Rath Packing Co., Waterloo, Ia.; S. T. Nash, Cleveland Provision Co., Cleveland, Ohio. For one year: A. T. Rohe, Rohe & Brother, New York City; T. P. Breslin, Standard Packing Co., Los Angeles, Calif.; W. F. Schlundberg, Wm. Schlundberg-T. J. Kurde Co., Baltimore, Md.; Thomas E. Wilson, Wilson & Co., Chicago.

The Key to Packer Profits

The feeling still prevails in some quarters that packers like excessive livestock runs. The idea is that it gives them an opportunity to put down a lot of product at a low price, which they can market at a considerable profit later on.

The idea is fine—if it would only work out that way!

The trouble is it does not always do that. Packers find themselves with a big investment in product, with carrying charges, fluctuating inventories and a return based wholly on speculation. If the speculative trend is in their favor they make some money. If it is not, they are forced to assume staggering losses.

In talking to its readers—livestock producers—one market paper recently called attention to the fact that it was not surprising the hog market had developed strength lately. They said packers had conducted a bear campaign all winter, had accumulated a tremendous supply of pork products at comparatively low levels, and were not averse to a rising market for the next few months.

An advancing market for hogs and provisions, the comment pointed out, would afford them the opportunity to unload at a profit—and "that is what they are in business for!"

Is that what the packers are in business for? Or are they engaged in operating a manufacturing business, the product of which they hope to merchandise at a reasonable margin of profit?

Packers find it very difficult to merchandise when producers exercise no control over their marketing. Many times in past months packers have been embarrassed by the deluge of hogs on the market. Buying competition in the industry held the price of live hogs above what it should have been to guarantee packers a sales profit on the product.

Packers may make a profit, but there is no guarantee that they will. This, again, will depend on the producers. If hog marketings increase materially, the price of hogs will again go down and product prices will tumble with it. What chance then has the packer for profit?

The producer holds the key to pack-

ers' profits. Orderly marketing of livestock will enable orderly sale of product.

Just as long as there remains no possibility of control in the way the raw product is fed to the market, just that long will the packer be forced to operate on the more or less speculative basis on which his business is now built.

To be sure, there are packers who can come on the markets and buy what they want, and leave the rest. On the other hand, the packing industry is expected to absorb every head of livestock marketed.

In doing this it has had to develop its business the best way it could in the hope of making it profitable. Returns of many companies during the past few years have demonstrated the difficulty of doing this.

Business Is Getting Better

Generally better business conditions during April, May and June throughout the country are indicated by reports to the various shippers' advisory boards.

The greatest improvement is shown in the midwest. Business in this territory is expected to show an increase of 12.7 per cent over that of the same months of 1927, while for the country as a whole an increase of 3.7 per cent in business activity is indicated. The next highest figure amounts to 10.7 per cent increase, this being reported for the Allegheny region centering at Pittsburgh.

Among the increases listed by the Mid-West Shippers' Advisory Board, which covers Illinois, Iowa, Wisconsin, northern Michigan and western Indiana, is one of 5 per cent in shipments of livestock.

These are cheering indications, founded as they are on the basic barometer of business, the movement of goods in commerce. Backed by the actual figures of increased building construction as compared to a year ago, they verify the opinion of sound authorities, like Herbert Hoover, that no business recession is in prospect, and that 1928 will be a prosperous year.

The business is there, but business methods must be used to get it!

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

To Make and Sell Sausage

An Eastern sausage maker is thinking of starting a small plant and retail store and wants to get an idea of costs. He says:

Editor The National Provisioner:

As a subscriber of yours I would like to get information and suggestions on how to establish a small sausage manufacturing concern, including a retail store.

What would be the cost of machinery, requisites and store equipment? How much capital is necessary to start with for an output of between 2,000 and 3,000 lbs. a week?

How many men are necessary to produce this amount of product by working 8 hours? Also, about what is the average weekly cost to run such a business?

The inquiry made by this subscriber is rather indefinite and only a blanket reply can be made.

The amount of money necessary for the establishment of a sausage-making plant, and a retail store in connection, depends entirely upon the amount of money it is desired to spend.

There are certain machinery, equipment and supplies absolutely necessary, such as refrigeration, cooler, silent cutter, mixer, stuffer, smokehouse, smoke sticks, casings, spices and various other supplies.

Equipment.—The modern tendency is towards direct-connected, individual-driven machinery. In other words, the initial investment on a direct-connected grinder, mixer and silent cutter will be somewhat higher than if they were belt-driven, but the economy and operation will offset the additional cost in a short while.

Cooler.—In estimating that the cooler would be built by the inquirer, the rear part to be for wholesale purposes and the front part to be for the retail department, it can be roughly figured that the equipment, without refrigerating plant, would cost between \$2,200 and \$3,000, depending entirely on the refrigeration used.

Retail Store.—As to the equipment of the retail store, that again depends upon the size of the store, kind of counters used, etc.

The initial investment suggested does not include supplies such as meats, spices, casings, etc., necessary to start operation.

Capital.—The amount of capital necessary for conducting the business depends upon various important factors—primarily whether a cash or credit business, which would be a controlling factor in deciding this.

Labor.—The number of men necessary to produce 3,000 lbs. of sausage weekly would depend upon the amount of work the owner himself and his

workmen do. It would require one good sausage maker and a helper to produce 3,000 lbs. of sausage weekly. With the proper equipment the output could be increased considerably.

The actual labor cost in the sausage department of the modern packinghouse would not be a proper guide to costs in a plant such as this inquirer has in mind.

Costs in packing plant sausage departments are incurred under conditions different to those prevailing in a small, individual plant, as the packer usually operates on a large scale production basis, where labor costs can easily be determined. In a small plant such as that under discussion, the sausage maker would attend to most all duties.

To make sausage successfully, a refrigeration plant is very desirable.

If the inquirer will submit specific questions, it will be much easier to give him information.

Buying Pork Trimmings

A Southern sausage maker complains of lack of uniformity in his sausage.

He buys trimmings that run around 50 per cent fat, but finds they sometimes contain either too much lean or too much fat. He says:

Editor The National Provisioner:

For the past four or five years we have been making pure pork sausage from fresh pork trimmings that run around 50 per cent fat and 50 per cent lean. We have been bringing these in from the various packers in their cars three or four times each week.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Full directions and practical hints on buying and testing sheep, hog and beef casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 2-cent stamp.

We have been doing a nice business on this sausage, but at times these trimmings do not run uniform. Sometimes they are a little lean and at other times a little fat. Naturally this causes our finished product to vary in appearance.

When trimmings run extra heavy in fat they cause the sausage to shrink heavily when cooked, and when unusually heavy in lean the housewife thinks beef trimmings have been mixed in.

We are not in the sausage game in a large way, but are always trying to improve on what we make. Can you give us a formula to better our quality?

The inquirer says the pork trimmings he buys for sausage vary in fat content. When they are overfat they are undesirable because the finished product fries out too much, and when too lean the sausage looks like beef has been added.

In buying trimmings he should specify the fat content. For example:

Regular trimmings should not exceed 45 per cent fat.

85 per cent lean trimmings should not exceed 15 per cent fat.

95 per cent lean trimmings should have no more than 5 per cent fat.

The 95 per cent lean is a high grade trimming. These trimmings may be produced from face and cushion hams, blade bones or green picnics, and great care should be used in their selection. Small particles of lean meat should not be included in the 95 per cent lean trimmings, as they should be composed of large, lean pieces.

The 85 per cent lean pork trimmings may include neck bone trimmings, providing these trimmings are closely inspected for blood clots and bones.

If frozen trimmings are bought, make sure that they were frozen in a strictly fresh condition, rather than after they have been held in the cooler for a couple of days. Only frozen trimmings that have been handled promptly and put in the freezer in strictly fresh condition can be used if high grade sausage is to be produced from them.

When pork cuts are cheap some manufacturers of high grade sausage use the whole hog. Others bone out all heavy picnics for sausage room use. Where loins are plentiful and the price permits, they are sometimes boned out and used.

This inquirer's difficulty is evidently due to the fact that he does not specify the kind of trimmings he wants to buy. He should purchase these from houses that grade carefully, and always indicate the kind he wants. This would insure much greater uniformity in his finished product.

Formula and directions for making a fancy all pork sausage have appeared in THE NATIONAL PROVISIONER.

Lard Yield on Small Kill

A Western packer with a kill of 100 hogs per day asks the best system of rendering lard for his output. He says:

Editor The National Provisioner:

We are contemplating the installation of lard rendering equipment and would appreciate information relative to which method of rendering is the most profitable—open kettle or prime steam.

Which method gives the best yield and quality? Our hog kill averages about 100 head per day.

For handling the lard from a small kill of 100 hogs per day perhaps the most satisfactory arrangement would be an open kettle and a small curb press. This sort of equipment would give good lard and good cracklings. The cracklings from such a process find ready sale.

The lard yield from a kill of 100 hogs per day would average roughly 35 to 40 lbs. per hog, depending upon the degree of fatness. To find out the exact yield, the proportion of each kind of fat yielding material going to the lard tank would have to be known and the yields worked out on that basis.

Following are various yields:

HOG CUTTING YIELDS.

Per cent.

Fat from shoulders.....	75
Ham fat	80
Belly fat	65
Ham skins	10
Neck fat	60
Back fat (skin off).....	90
Fat scrap	65
Regular plates	79
Clear plates	80
Clear plates (dry salt).....	75
Jowls	75
Pig tails	13
Neck bones	14
Loin fat	90
Fresh ham fat.....	80
Bones, neck, untrimmed.....	15
Bones, back	15
Bones, ham	20
Bones, blade	14
Bones, loin	15
Bones, shoulder	14
Bones, mixed	15

KILLING FATS.

Back bones	13
Caul fat	80
Gut fat	50
Ham facings	75
Leaf lard	90
Leaf lard scraps	90
Fat trimmings from pork cheeks	35
Head skins	55
Hog ruffle fat	67
Hog skulls	19
Jaw bones	11
Snouts	32
Ears	6
Stomachs	6
Cheek meat	23
Bung fat	61

CURED PRODUCT.

S. P. ham fat.....	75
S. P. ham bones.....	15
S. P. ham scrap.....	45
S. P. ham skins and fat.....	55
S. P. picnic fat.....	40
S. P. trimmings.....	60
S. P. belly fat.....	52
D. S. fat trimmings.....	50
D. S. shoulder fat.....	65
D. S. strip pork.....	70

These yields are the results of many tests, and where maximum production is required an investigation is immediately made if yields fall below the figures here given.

Cracklings in Tankage

Does it pay to use cracklings in tankage to increase the protein content?

A Western packer wants to increase the protein content and wonders if the cracklings would do it. He says:

Editor The National Provisioner:

Our tankage has been running about 40 to 45 per cent protein. We would like to know if we put our cracklings into the tankage, would this bring our protein to a higher percentage?

Also, would it pay us to do this, as we are now selling our cracklings at 3c per pound?

It would be desirable for this inquirer to have both his cracklings and tankage analyzed, then determine how much of the cracklings would have to be added to raise the tankage to the necessary protein content.

He can then compute his loss or gain.

Without full knowledge of the situation, it would seem better to reverse the process and add tankage to the cracklings as long as the final analysis stayed above 60 per cent protein.

It is difficult to give a satisfactory answer to this inquiry without knowing the prices that could be obtained for the cracklings and for the tankage, and the analysis that is required for such product in the state where it is manufactured and sold.

Why Not Get Value?

Are part or all of your beef fats handled as inedible?

Compare market prices of edible tallow and inedible, and see what you lose!

Normally, there is from $\frac{1}{4}$ c to 1c per lb. difference in price.

Beef fats are necessary ingredients of the best butter substitutes or compound lard. New methods of rendering make it possible to save more of these fats to the edible side.

It is time for every packer to pay more attention to his rendering operations.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Jacob E. Decker & Sons, Mason City, Ia. For hams and bacon. TRADE MARK: Town Club. Claims use since February 1, 1928. Application serial No. 262,155.



Albany Packing Co., Inc., West Albany, N. Y. For fresh, cured and smoked pork and sausage. TRADE MARK: Pippins. Claims use since December 27, 1924. Application serial No. 241,508.

Albany Packing Co., Inc., West Albany, N. Y. For sausage, fresh, cured and smoked pork and beef, lard, butter, eggs and cheese. TRADE MARK: A seal bearing the words "First Prize." Claims use since December 27, 1924. Application serial No. 242,646.

TALK WASTE ELIMINATION.

Packer members of the Institute of American Packers at Detroit, Mich., had one of their regular meetings on April 25 to discuss methods of saving waste. H. L. Davison, director of the Institute's department of waste elimination, was present to advise with them. Thomas E. Tower, vice president of the Sullivan Packing Co., is chairman of this local committee.

CONFER ON SOFT PORK.

Dr. C. R. Moulton, director of the Department of Nutrition of the Institute of American Meat Packers, during the past week has been attending the Soft Pork Conference held at Asheville, North Carolina, April 23, 24, 25. The conference was sponsored by the U. S. Department of Agriculture, in cooperation with the various state agricultural experiment stations and other agencies.

GRADUATE 4TH PACKER CLASS.

The employees of the Hull & Dillon Packing Co., Pittsburgh, Kan., have been conducting packer educational classes for several years, and have just graduated their fourth annual class. The graduation ceremonies and annual dinner took place on April 24 at the Pittsburgh Country Club and was the usual big success.

April 28, 1928

YORK

Users in the Market Field Say—

* * * It couldn't work any better. * * *

Parkston Meat Market,
Parkston, S. Dak.

* * * We find the operating cost of this machine to be much cheaper than the use of ice. * * *

Beal Bros., Quality Meats,
Lawrence, Kansas

* * * Have had my York machine about four years now. Am perfectly satisfied in every way. Would not try to run a market without one again. * * *

Sanitary Meat Market,
Herman, Minn.

* * * I bought this machine, because I felt your being in oldest and most experienced in the business you certainly should be able to give me what I wanted. Now that the equipment is running I am more satisfied my decision was right. * * *

H. A. Dunkelberg,
Honesdale, Pa.

* * * I was particularly concerned about the automatic apparatus, because I did not want to have to spend any of my time on a Sunday or Holiday at the store, trying to run an ice machine. Hence, I looked into this carefully and could not find an automatic panel anywhere that could be compared with yours, and users of same were entirely pleased. * * *

Mohr's Meat Market,
Baltimore, Md.

* * * Incidentally I might advise that the cost of operating this machine has been surprisingly low.

I wish to state that the equipment has performed and operated exactly as represented and as a matter of fact, has proven far more satisfactory to me than expected. * * *

A. F. Stearn,
Chevy Chase, D. C.

* * * We have used a York Ice Machine for the past seven years and must say it does good work. Has been continuously on the job since installed with only slight repairs not amounting to enough to keep a separate account of them. * * *

Sprague Fish Co.,
Minneapolis, Minn.

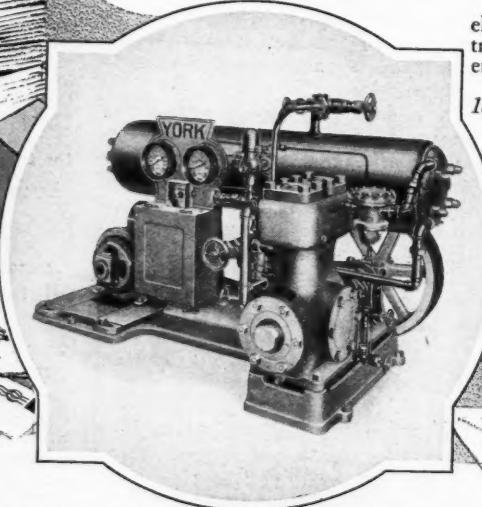
* * * After carefully investigating several of the leading makes of refrigerating machines we decided to purchase the York. We are now confident that we made the best investment of our business career. * * *

Westham Grocery Co.,
Richmond, Virginia

* * * This plant has given us unqualified satisfaction since the day it was installed, almost two years ago.

With this equipment we have eliminated all of the worry and trouble incident to most refrigerating plants. * * *

Lincoln Meat Market,
1855 Van Ness Ave., Fresno, Calif.



YORK
ICE MACHINERY CORPORATION
YORK PENNA



"SOME DAY YOU'LL OWN A YORK"



A Page for the Packer Salesman

Sales Depend on Calls

More Time Spent on Right Selling Might Increase Tonnage.

A retail meat salesman who has been somewhat more successful than the average was asked recently to what he attributed his ability to move a larger tonnage than is usual for meat salesmen to dispose of each week.

His reply is interesting, and should be of some value to others in the game. He solved his problems by applying common-sense methods to them, making the most of his opportunities—and, above all, by exposing himself to as many sales possibilities as possible each day.

He says:

Editor THE NATIONAL PROVISIONER:
Why am I able to sell a large tonnage of meat each week?

The answer is easy.

When I started out on the road I had one thing fixed firmly in my mind. This was that I was working for the best company and had the best line of products in the world. I was sure retailers would buy them if I gave them the opportunity to do so.

And this leads up to the factor that, more than anything else, I believe, has contributed to any success I may have had made. It is that the more calls made—other things being equal—the more meat will be sold.

I try to work on the following basis: My time and my efforts are the only things I have to sell to my firm. On the manner in which I invest my time depends the dividends I draw.

Keeps Books on His Time.

This has become rather an obsession with me. I keep books on my time in the same manner an investor keeps books on his money.

My aim at all times is to save time on efforts not directly connected with selling—getting from one place to another, making collections, making adjustments, etc. The less time I have to spend on these matters the more time I have to sell. And the more time I have to sell the more tonnage I am able to dispose of.

This matter of conserving time, of making more calls each day, or arranging one's time so that the least amount will be spent on matters not connected directly with selling, deserves the attention of all sales managers and meat salesmen, I believe.

Twenty-five per cent more calls each week should mean at least 10 or 15 per cent more meat sold, or a corresponding decrease in the number of salesmen covering a given territory. In either case the saving made would be very much worth while.

And many salesmen could put their time to better advantage if they would but make the effort to do so. Off-hand scrutiny does not always reveal where a saving in time may be made, but when a record is kept of the manner in which the hours of each day are used, a different story is revealed.

More Calls Mean More Sales.

A few minutes saved here and a few there make possible another call or two a day. Two calls a day are 600 calls a year. And 600 calls should yield a respectable volume of business.

This does not mean that an additional two calls a day is the limit of possibilities in many cases. Many salesmen will find, if they make a serious effort to do so, and will check their time carefully, that they can save enough time to make more calls than this.

And if they do, they will find the effort very much worth while in the increased tonnage they will be able to dispose of.

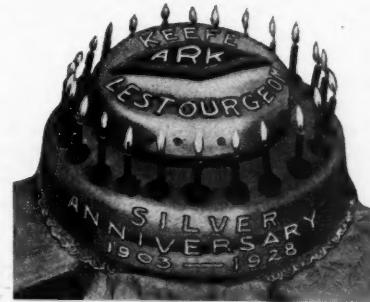
Yours truly,
PACKER SALESMAN.

QUALITY WINS FOR 25 YEARS.

Packer salesmen like to work for a firm which has a money-making policy and sticks to it. A record of 25 years without a single year showing a loss is enough to make any organization happy.

Perhaps that was why the sales force of the Keefe-LeStourgeon Co., Arkansas City, Kansas, grew so enthusiastic over the silver anniversary of that company that they ordered an immense cake, decorated it with 25 candles in red and green—the firm's colors—and presented it to their boss, "Dick" Keefe, through the veteran salesman of the staff, W. C. Buck of Wichita.

In responding, President R. T. Keefe told them how it had been done—through a consistent policy of quality



PACKER SALESMEN BAKE A CAKE.

and service, and by strict merchandising methods.

"How well and faithfully we have performed this task," said Mr. Keefe, "we will leave to the judgment of our many friends, both producers and merchants, who, for the past twenty-five years have consistently favored us with their confidence and their business. We are celebrating our silver anniversary this year, and feel very proud of the names of old customers and new ones on our ledgers.

"Our program of uniform quality and exceptional store-door service has won the favor of the merchants who know us best. Our refrigerated truck delivery equipment is a long step ahead. During our twenty-five years in business we have never had a year without a profit.

"The first year we handled 9,000 hogs and a few cattle. The next year, 1904, we grew to 13,000 hogs and a few more cattle. From this we have grown to more than 25,000 hogs and 5,000 cattle last year. We emphasize this, not in a boasting way but as an appreciation of the loyal support of these people.

"Our employees are drilled daily, weekly and monthly in the idea of uniform quality and perfect service to our trade. We are not so engrossed in far-away trade as to lose the touch necessary to understand the particular wants of our customers. The weekly contact of our salesmen and truck-drivers is a wonderful help in understanding these needs.

"We believe it is to the best interest of our customers to always have for them the best food products obtainable. Cheap goods and cheap prices will attract trade once, but quality will win for them, as it has for us."

Tips for Your Trade

HELPING CUSTOMERS TO PRICE.

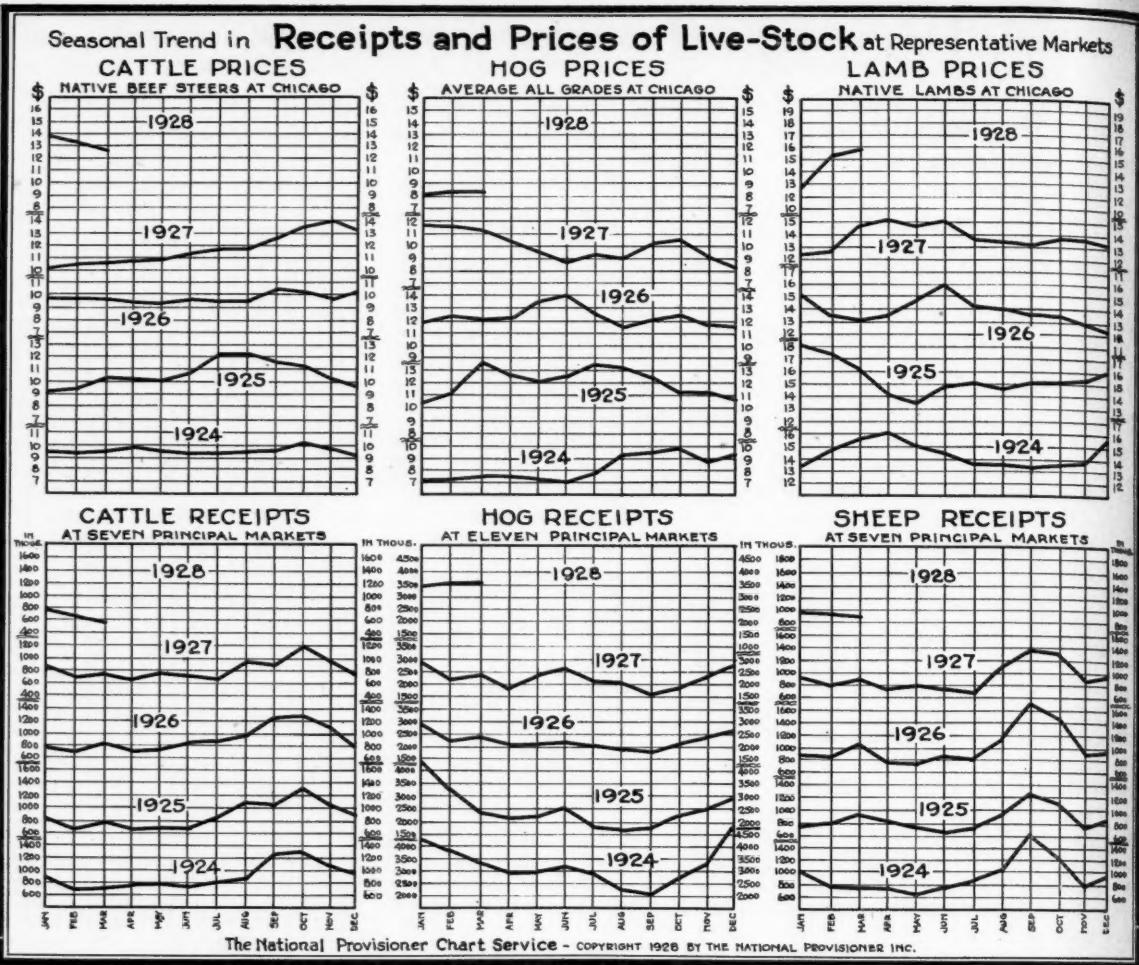
Not a few retail meat dealers fail to make the profit they should because they do not have the ability to figure mark-up correctly.

Some do not figure accurately, and others do not have that knowledge of overhead and operating costs to enable them to put the proper prices on their products. Many of these latter may be selling at no profit, or even at a loss, and not know it.

Others may be fixing their prices too high, and thereby reducing their volume.

The packer salesman is in a position to do a service to many of his customers by becoming familiar with methods of figuring costs, and passing this information on to retailers with whom he comes in contact.

By aiding his customers to become better business men he helps them and himself.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of prices and receipts of cattle, hogs and lambs for the first three months of 1928 compared with those of the four years previous.

Cattle.

Average prices of native beef steers have tended downward, especially during the latter part of the period. Due to scarcity, the price of fancy cattle had reached the highest point in years, carrying all other grades with them. A consumer reaction to the high prices soon developed and although there was considerable shortage in supplies this was not sufficient to support prices, especially in view of the plentiful supply and cheapness of pork products.

Cattle receipts at the seven principal markets of the country showed a seasonal downward trend for the first two months of the year continuing the lower supplies characteristic of the winter months. However, instead of moving upward during March, as was true in the four years

previous, the trend in receipts continued downward with little prospect of heavier runs for some time to come.

In the clean-up of the surplus cattle in the country and in face of the unsatisfactory prices which prevailed for several years past, many producers disposed of their breeding stock. The tendency now is to hold the stock for breeding purposes, and this has further curtailed market receipts of slaughter cattle.

Hogs.

The average of prices for all grades of hogs at Chicago held fairly steady during the first three months of the year, in spite of the heavy runs. With a lowering in supplies in recent weeks, price trends are upward.

Hog receipts showed no seasonal declines with the closing months of the winter packing season. Instead they increased sharply, due in a measure to unsatisfactory market prices and in part to scarcity of corn in some

sections and to high prices of corn in others.

Average receipts of hogs for the next few months will go a long way toward easing up the price situation of which the farmer has complained, and will enable the packer to market his heavy accumulation of hog products in a more satisfactory manner than in many months.

Lambs.

Prices of native lambs at Chicago have been on the upward trend since the first of the year. While lambs were in fair supply the quality was good and western feeders made a determined effort to market their lambs in orderly fashion, avoiding past gluts.

This was quickly reflected in live price. High beef prices and the active campaign carried on among packers and retailers to improve the marketing of lamb and lamb cuts have done much to move this meat at more satisfactory prices to the producer and to the meat industry.

Provision and Lard Markets

WEEKLY REVIEW

Trade Better—Prices Firmer—Hog Movement Moderate — Buying Influenced by Strength in Grain—Exports Moderate.

A better tone prevails in the products market, and there has been a slow and fairly steady advance in the market. The rise in the lard market from the low point has been about $1\frac{1}{4}$ c., and there has been a fairly and steady improvement in the market for meats.

The gain from the low point has not been so much in product as it has in hogs. This is due in part to the fact that there is a very steady and good demand for fresh meats of all kinds. This is resulting in persistent buying of hogs by packers, while the large stocks of products on hand tend to keep the future market in products in a rather heavy position.

There has been evidence of more speculative interest in the market recently, possibly encouraged by the pronounced interest in the grain market. The sensational rise in wheat and rye and the sensational gains in oats, with the pronounced strength in corn, have all been considerable factors in the advancing tendency of the product market. In addition, the strength in hogs has had considerable influence.

Hog Receipts Lower.

The hog movement has been comparatively moderate for some time. The receipts at the leading points for the past week were again less than the corresponding period last year. The live hog market has been very firm. The advance from the low point of the season has been more rapid than the advance in products. With prices above the 10c level the movement from the country has not been stimulated as much as was anticipated. The situation is somewhat of an uncertain one.

The weather conditions have not been particularly favorable for young stock. The cold rainy weather has been difficult to contend with, and it is apprehended that the deaths from exposure will be relatively large in all live stock, and this may be enough to be a factor later in the season.

The general feeding situation is commanding a great deal of interest. The season is late, and the amount of work done this spring has been rather disappointing. In the Central West the huge amount of wheat acreage abandoned has meant double work in replowing for oats and corn in addition to the normal acreage of the feed grains, while some of the early oats have been reported frozen back making reseeding necessary.

These conditions tend to make for a rather unsatisfactory corn-hog ratio, but the recent advance in hogs to around 10c, or slightly above, has brought the ratio much nearer a satis-

factory basis than it has been for many months.

Hog Slaughter Greater.

The March report of live stock slaughtered under federal inspection showed a big increase in hogs, but a decrease of nearly 100,000 in the number of cattle inspected. The comparative details of the March inspection and of the slaughter since July 1st are of distinct interest. The increase in hogs in 9 months has been 5,636,000 with a small increase in sheep, but a decrease of nearly 800,000 cattle.

The increase in the slaughter of hogs for the nine months has accounted for a very important part of the increased live stock in the country, and some are rather disposed to believe that this excess is rapidly disappearing.

The export statement for the past week showed a further falling off in the shipments of both lard and meats. The official report of lard for March showed an increase over March last year of nearly 27,000,000 lbs., and the exports for three months had increased 68,000,000 lbs. over the 3 months last year.

This has meant the product of practically 2,000,000 hogs and has been a tremendous factor in disposing of production from the large kill, although total stocks in the country have increased largely during the same period. The exports of meats show a little gain in hog products but a decrease in beef.

PORK—Trade was quiet with the market firm at New York, with mess quoted at \$31.50; family, \$32.50@\$34.50; fat backs, \$25.00@27.00. At Chicago, mess was quotable at \$28.00.

LARD—Cash domestic trade was fair and the outward movement continues liberal, while prices were firmer with raw materials. At New York, prime western was quoted at \$12.70@12.80; middle western, \$12.50@12.60; city, 12c; refined continent, 13c; South America, $14\frac{1}{2}$ c; Brazil kegs, $15\frac{1}{2}$ c; compound, car lots, $12\frac{1}{4}$ c; less than cars, $12\frac{1}{2}$ c.

At Chicago, demand was reported good, with regular lard in round lots quoted at 10c under May; loose lard, 100 under May; and leaf lard, $14\frac{1}{2}$ c under May.

BEEF—The market was quiet but steady at New York, with mess quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$29.00@31.00; extra India mess, \$44.00@45.00; No. 1 canned corned beef, \$3.40; No. 2, \$6.00; South America, \$16.75; pickled tongues, \$5.50@6.00 per barrel.

See page 40 for later markets.

CANADIAN MEAT STOCKS.

Cold storage holdings of meat in Canada on April 1, 1928, with comparisons, are reported by the Dominion Live Stock Branch, as follows:

	Apr. 1, 1928.	Apr. 1, 1927.	Apr. 1, 1926.
Beef, lbs.	13,988,039	18,670,527	14,216,305
Veal, lbs.	751,682	1,029,630	.....
Pork, lbs.	53,651,841	46,432,875	46,613,587
Mutton and lamb, lbs.	3,474,320	3,473,875	3,481,148

EUROPEAN LARD TRADE.

Austria and Czechoslovakia are the only Continental European countries in which the sales of lard during March were brisk. In France, Germany and Belgium the sales were below the general standard for this time of the year.

Reporting on the lard market in Continental Europe for the month and the current outlook, the U. S. Department of Commerce says that in Germany business in American lard has not been up to the general level for this time of the year. This is said to be mainly due to the increased hog production in Germany and nearby European countries and the resultant heavy slaughtering and low prices of hogs.

The competition of margarine is also being felt, particularly as margarine is being extensively advertised. The trade, however, reports that business has been fair and is improving slightly, although the majority of this seems to have been done by the smaller packers.

As stocks on hand at Hamburg and in the interior continue to remain small, there is every prospect of an improvement. The arrivals of lard at Hamburg for the first two weeks of March, 1928, were the largest for any separate week since the commencement of the year and have brought up the weekly average for the first eleven weeks of the current year to roughly 1,688 metric tons.

In France, owing to the abundance of domestic supplies, sales of imported lard are still difficult. In view of the duty increases recently placed in force, the local business of American packers is expected to remain small, even though a recent French decree barred Dutch lard by means of a certificate requirement.

There has been a marked drop in the price of American pure lard in Belgium, the product selling at \$29.00 per 100 kilos, at the present time compared with \$39.00 c.i.f. Antwerp last year. In spite of this, domestic and Dutch lard are selling on the market at approximately \$2.00 cheaper than the American product. Consequently sales of American lard are made at these prices merely to supply the demand which is not filled by the sale of the Dutch and domestic product.

The sale of American lard in Austria during March continued brisk with prices for American steamed and refined lard ranging around \$28.00 and \$28.75, respectively, per hundred kilos c.i.f. Hamburg. The shortage of lard in Austria continues and the efforts of the American distributors are practically confined to getting in enough lard to meet the demand.

Brisk demand for American lard in Czechoslovakia developed heavy sales

PEACOCK BRAND CASING COLORS

for discriminating Sausage Makers
and
VIOLET MEAT BRANDING INK

Our Products Will Pass B. A. I. Inspection



General Offices, Laboratory and Factory
2549-51 MADISON STREET
CHICAGO

Associate Members of Institute of American Meat Packers

which reached a peak at the end of February, and were followed by a lull with the beginning of March, but by the end of the period under review the demand had again set in with renewed force. Stocks held by local importers of American lard are running low, some of them being forced to sell merchandise in shipment. Negligible stocks and imports of Hungarian and Jugoslavian lards and the prevailing unwillingness of the public to buy Dutch lard also contribute to the satisfactory turnover in the American product.

Jugoslavia has barely enough local lard to meet its requirements and prices are high—practically on a level with prices for American lard plus Jugoslav duty. In case the shortage of lard in Jugoslavia becomes more severe it is believed that the opportunity will present itself for selling American lard in that country even over the tariff barrier.

No American lard is at present being sold in Hungary, but no Hungarian lard is at present available for export. Recent reports from Hungary indicate that the hog products brought on the market this year are poorer in quality than has been the case for many years.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones,
Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector Street
New York City



Heat control

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago. Also 35 other cities. (RC 3594A)

The Powers Regulator Co.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Apr. 26, 1928, with comparisons:

	Week ended	Prev. week,	Cor. week,	
	Apr. 26.	week.	1927.	
Armour & Co.	6,169	1,537	6,946	
Anglo-American Prov. Co.	1,557	115	3,585	
Swift & Co.	5,292	2,290	8,887	
G. H. Hammond Co.	3,056	1,427	3,470	
Norris & Co.	4,052	1,000	6,546	
Wilson & Co.	6,364	3,598	8,137	
Boyd-Lundberg Co.	3,046	459	3,615	
Western Pkg. & Prov. Co.	10,057	10,571	8,872	
Roberts & Sons	4,516	2,018	6,142	
Miller & Hart	3,211	2,508	5,381	
Independent Pkg. Co.	2,432	345	2,965	
Brennan Pkg. Co.	6,153	5,700	5,900	
Agar Pkg. Co.	3,845	3,512	3,850	
Total	59,090	34,101	73,996	



BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended April 19, 1928:

	April	13	14	16	17	18	19
Chicago	43	43	43%	44	44	43%	
New York	44 1/4	44 1/4	45	45 1/2	45 1/2	45 1/2	
Boston	45	45	45 1/2	46	46	46 1/2	Holiday
Philadelphia	45 1/2	45 1/2	46	46 1/2	46 1/2	46 1/2	

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	43 1/4	43 1/4	43 1/4	43 1/4	43 1/4	43 1/4
Chicago	837,724	823,146				
N. Y.	962,351	959,248				
Boston	308,326	295,180				
Phila.	320,038	303,608				

	112,159	110,561	119,750	2,428,439	2,381,191
Cold storage movement (lbs.):					
This week.	1,204	1,204	1,204	1,204	1,204
Last week.	31,670	37,198	837,724	823,146	823,146
Year.	32,258	31,670	837,724	823,146	823,146
Chicago	43	43	43	43	43
N. Y.	47,423	46,271	49,757	49,757	49,757
Boston	14,601	17,144	17,553	17,553	17,553
Phila.	17,877	15,476	15,251	15,251	15,251

Same day week-end last year.

	In	Out	On hand	week-day	last year.
Chicago	465	1,204	438,058	91,052	
New York	6,000	56,854	991,548	681,130	
Boston .....	.....	11,856	242,033	107,649	
Phila.	3,050	3,825	279,704	84,547	

Same day week-end last year.

	9,515	73,730	1,951,343	904,378
Cold storage movement (lbs.):				
In	1,204	1,204	1,204	1,204
Out	31,670	37,198	837,724	823,146
On hand	438,058	91,052	991,548	681,130
week-day				
last year.				

MEAT AND FATS EXPORTS.

Exports of meats and fats during March, 1928, and for three months ended with March, 1928, with comparisons, are given by the U. S. Department of Commerce as follows:

	MARCH.	1928.	1927.
Total meat and meat prod-			
products, lbs.	43,027,515	30,962,515	31,100,300
Value	\$ 6,802,984	6,049,544	6,049,544
Total animal oils and fats,			
lbs.	91,221,697	65,341,728	65,341,728
Value	\$ 11,700,526	8,578,472	8,578,472
Beef and veal, fresh, lbs.	187,945	160,940	160,940
Value	\$ 43,024	35,153	35,153
Beef, pickled, etc., lbs.	729,465	1,257,942	1,257,942
Value	\$ 44,054	54,750	54,750
Pork, fresh, lbs.	1,659,283	906,531	906,531
Value	\$ 24,275	17,183	17,183
Wiltshire sides, lbs.	72,393	5,988	5,988
Value	\$ 10,229	1,029	1,029
Cumberland sides, lbs.	615,918	261,924	261,924
Value	\$ 1,983,562	1,965,077	1,965,077
Bacon, lbs.	15,105,647	8,562,648	8,562,648
Value	\$ 1,944,113	1,419,198	1,419,198
Pickled pork, lbs.	2,023,040	2,036,014	2,036,014
Value	\$ 335,944	291,517	291,517
Oleo oil, lbs.	6,065,728	7,684,200	7,684,200
Value	\$ 783,416	828,988	828,988
Lard, lbs.	79,922,275	53,039,900	53,039,900
Value	\$ 10,246,262	7,183,473	7,183,473
Neutral lard, lbs.	3,529,536	3,174,473	3,174,473
Value	\$ 458,797	264,007	264,007
Lard compounds, animal			
fats, lbs.	424,294	605,626	605,626
Value	\$ 54,025	81,286	81,286
Margarine of animal or			
vegetable fats, lbs.	51,419	53,701	53,701
Value	\$ 8,702	9,453	9,453
Cottonseed oil, lbs.	9,213,062	6,014,414	6,014,414
Value	\$ 781,319	572,020	572,020
Lard compounds, vegetable			
fats, lbs.	614,721	478,206	478,206
Value	\$ 77,639	56,001	56,001
THREE MONTHS ENDED MARCH.			
Total meats and meat prod-			
ucts, lbs.	112,369,064	94,716,306	94,716,306
Value	\$ 17,988,678	18,988,678	18,988,678
Total animal oils and fats,			
lbs.	258,439,987	201,949,184	201,949,184
Value	\$ 33,694,775	26,516,740	26,516,740
Beef and veal, fresh, lbs.	585,824	586,623	586,623
Value	\$ 135,859	110,436	110,436
Beef pickled, etc., lbs.	1,875,322	4,304,004	4,304,004
Value	\$ 246,088	479,542	479,542
Pork, fresh, lbs.	4,302,416	1,988,248	1,988,248
Value	\$ 675,040	386,579	386,579
Wiltshire sides, lbs.	226,562	114,006	114,006
Value	\$ 34,476	35,000	35,000
Cumberland sides, lbs.	1,306,334	1,206,500	1,206,500
Value	\$ 188,390	241,454	241,454
Hams and shoulders, lbs.	33,203,290	26,636,290	26,636,290
Value	\$ 5,664,105	6,230,165	6,230,165
Bacon, lbs.	37,667,803	28,223,829	28,223,829
Value	\$ 4,956,080	4,884,054	4,884,054
Pickled pork, lbs.	7,389,324	5,933,477	5,933,477
Value	\$ 976,334	891,620	891,620
Oleo oil, lbs.	15,034,627	23,885,493	23,885,493
Value	\$ 2,116,020	2,431,021	2,431,021
Lard, lbs.	230,460,780	162,765,404	162,765,404
Value	\$ 29,835,269	22,011,490	22,011,490
Neutral lard, lbs.	8,190,961	5,059,968	5,059,968
Value	\$ 1,108,583	775,775	775,775
Lard compounds, animal			
fats, lbs.	1,477,547	3,645,466	3,645,466
Value	\$ 197,206	433,222	433,222
Margarine of animal or			
vegetable fats, lbs.	166,361	156,143	156,143
Value	\$ 28,612	27,484	27,484
Cottonseed oil, lbs.	27,164,637	21,518,300	21,518,300
Value	\$ 2,842,817	1,824,947	1,824,947
Lard compounds, vegetable			
fats, lbs.	1,411,716	1,531,186	1,531,186
Value	\$ 187,508	188,700	188,700

April 28, 1928.

THE NATIONAL PROVISIONER

35

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A moderate trade and a steady tone featured tallow at New York the past week. At most times the market was looked upon as 8½c f.o.b. for extra here, with some reporting that figure bid, and others indicating that supplies were available at that figure.

Sentiment amongst the trade was a little mixed, but with competing soapers' materials firm, particularly as far as spot supplies were concerned, the impression prevailed that tallow around these prices was tight.

At New York special was quoted at 8½c; extra, 8½c; edible, 9%@10c. At Chicago, a very limited trade in tallow was reported, with offerings light and inquiry fair. Buyers and sellers were apart in their ideas. At Chicago, edible was quoted at 9½@9¾c; fancy, 8%@9c; prime packer, 8¾c; No. 1, 8%@8½c; No. 2, 7c.

Later—Three hundred thousand lbs. of tallow was sold here on April 27 at 8½ lb., F. O. B.

There was no London auction this week. The Liverpool market for Australian tallow showed no change, with fine quoted at 41s 9d and good mixed at 39s 9d.

STEARINE—The market was dull and steady throughout the week. Demand appeared flat, but sellers were not pressing offerings although there were intimations that on firm bids quoted levels might be shaded at New York. Oleo here was quoted at 11%@11½c. At Chicago, demand for stearine was quiet and the market barely steady and quoted at 11c.

OLEO OIL—A little more buying interest was in evidence, and with offerings lighter the market showed a firmer tone at New York. Extra was quoted at 14½c; medium, 14c; lower grades, 12%@13½c according to quality. At Chicago, demand was also quiet, but the market was steady with extra quoted at 14½@14½c.

See page 40 for later markets.

LARD OIL—The market was very steady with demand fair. At New York, edible was quoted at 16c; extra winter, 13c; extra, 12½c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—Demand was limited to immediate requirements, but the market was very steady, with pure at New York quoted at 15½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—A moderate demand but a steady tone featured the market the past week. Buyers in some cases were still unwilling to meet prices, but offerings were not pressing and some business passed in superior quality hog grease at 7½c f.o.b. plant. Sentiment was mixed, but with the other greases steady, producers were inclined to look on pending developments. The situation was reported purely nominal.

At New York, choice yellow and choice house was quoted at 6%@7c; A white, 8c; B white, 7%@7½c; choice white, 9½c bid.

At Chicago, the market showed a

firm undertone, with last sales of choice white at 8½c loose f.o.b. Chicago, and 8½c loose c.a.f. New York. Good inquiries for medium and low grades were reported. At Chicago, brown was quoted at 7c; yellow, 7%@7½c; A white, 8½c; B white, 8c; choice white, 8½c.

By-Products Markets

Chicago, April 26, 1928.

Blood.

Demand is good and offerings are light.

Unit Ammonia.

Ground and unground.....\$4.60@4.75n

Digester Hog Tankage Materials.

Feeding tankage material scarce and in good demand. Market in a strong position and producers of good materials asking higher prices.

Unit Ammonia.

Ground, 11½@12% ammonia.....	\$4.50@4.75 & 10
Ground, 6 to 8% ammonia.....	4.00@4.25
Unground, 11½ to 12% ammonia.....	3.75@4.00
Unground, 6 to 8% ammonia.....	3.90@4.15
Liquid stick, 7 to 11% ammonia.....	3.75@4.00

Fertilizer Materials.

Ten per cent ground fertilizer tankage held at \$4.25@4.35 & 10c, f.o.b. Chicago. Hoof meal very scarce.

Unit Ammonia.

High grd., ground, 10% am.....	\$4.25@4.35 & 10
Lower grade, ground & unground,	
6-9% ammonia.....	3.75@4.00
Hoof meal.....	3.75@4.00
Bone tankage, low grade, per ton	23.00@25.00

Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

Per Ton.

Raw bone meal.....	\$55.00@60.00
Steam, ground.....	28.00@30.00
Steam, unground.....	23.00@25.00

Cracklings.

Cracklings are in a strong position and most producers are asking \$5.00 a ton more for the better grades. Un-ground expeller and cake cracklings, \$1.20 delivered middle west points.

Per Ton.

Hard pressed and exp. unground, per unit protein.....	\$ @ 1.20n
Soft prsd. pork, ac. grease & quality	75.00@80.00
Soft prsd. beef, ac. grease & quality	45.00@50.00

Gelatine and Glue Stocks.

Buyers offering \$40.00 for jaws, skulls and knuckles delivered Chicago, with no acceptances. Sinews, pizzles and hide trimmings at \$35.00 delivered Middle West for any time this year.

Per Ton.

Kip and calf stock.....	\$ @ 40.00
Rejected manufacturing bones.....	32.50@35.00
Horn pits.....	45.00@46.00
Cattle jaws, skulls and knuckles.....	@ 40.00
Sinews, pizzles and hide trimmings.....	@ 35.00
Pig skin scraps and trim., per lb..	@ 4c n

Horns, Bones and Hoofs.

Hoofs and grinding horns in demand

for prompt and contract. Big packer hoofs sold this week for \$45.00 Chicago.

Per Ton.

Horns, according to grade.....	\$40.00@150.00
Round shin bones.....	35.00@ 65.00
Flat shin bones.....	35.00@ 60.00
Cattle hoofs.....	40.00@ 45.00
Junk bones.....	28.00@ 30.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Some demand for summer hair, either coil or field dried. Little interest shown in winter processed hair.

Coil and field dried.....	1½ @ 2c
Processed grey, per lb.....	3 @ 5c
Cattle switches, each.....	4 @ 5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner).

New York, April 25, 1928.

Tankage is lower in price. Sales of ground were made at \$4.50 & 10c and unground at \$4.15 & 10c basis f.o.b. New York, prompt shipment.

South American Ground Tankage sold at \$4.40 & 10c c.i.f. for May shipment. Offerings of this material are rather limited.

Producers are holding ground dried blood at \$5.00 f.o.b. New York, with no buying interest at present. Stocks are accumulating. South American for May shipment sold at \$4.40 c.i.f.

Sulphate of ammonia, as far as resale lots are concerned, is some lower in price, with sales at \$55.00 per ton delivered at Northern points. The importers are holding nitrate of soda at \$2.32½ ex vessel, but resales are to be had at some Northern ports at from \$2.27½@2.30. There is quite a demand now for raw materials for quick shipment in carload lots.

CASINGS MARKETS ABROAD.

The market for sausage casings in Germany during March was good for the North American product, according to the U. S. Bureau of Foreign and Domestic Commerce. Export and domestic rounds were negotiated at unheard of prices; in fact, it is reported that prices have never been so high before. Stocks are fairly light and North American shippers are contracting for August shipment, whereas South America is not following as much as could be expected.

South American goods are steady in price and La Plata export rounds are being quoted at from 48 to 50c, whereas the price for domestic rounds is about 34 to 38c.

The market for middles is unsettled. South American middles are fetching

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

April 28, 1928.

from \$1.10 to \$1.40, according to brand and quality. Stocks are said to be fairly cleaned up, but very few important orders have been placed for shipment.

Other articles, such as beef bladders, fat ends, and sheep bungs are said to be meeting with a fairly brisk demand. Sheep casings are scarce and find a ready market in central Europe at good prices.

In France there was a fair demand for hog rounds, which were quoted at around \$45 per 100 packets. The demand for imported middles remains slack. French sausage casings continue to be active in markets to the east of France.

In Czechoslovakia the market for beef middles was said to be firm with advancing prices. Several carloads of beef middles of Russian origin, selling at lower than current prices, appeared on the market without affecting the price development to any extent. This is because it is not believed that Russia will be in position to continue sending regular shipments. The demand for beef rounds was spotty with no prospect for the marketing of large shipments.

Trade in hog casings was dull but sheep casings found a ready market.

The imports of sausage casings into Italy for each of the past three years, with the quantities coming from the United States are reported by the department as follows:

	1927. lbs.	1926. lbs.	1925. lbs.
U. S.	605,841	513,042	391,317
Total	3,073,532	3,520,648	2,302,662

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, April 1, 1928, to April 25, 1928, 100 bbls.

HULL OIL MARKET.

Hull, England, April 25, 1928.—(By Cable.)—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 9d.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oils, Oil Cakes and Meal, Linters, Cotton Waste, Fish Meal, Naval Stores, Packinghouse and Allied Products

Are You Open for Trade Extension to Central and Northern Europe?

Owner of an old established and prominent Hamburg Broker Firm of the oilmill and allied trades will be in the U. S. A. toward end of April and during May, 1928. Please address inquiries under H. H. 9190 to

RUDOLF MOSSE, INC., 2626 Graybar Building, NEW YORK CITY

EXTRACTION RESULTS POOR

Wear on Equipment is Reflected in Low Oil Milling Efficiency.

(Special Report from the Ft. Worth Laboratories.)

Fort Worth, Tex., April, 21, 1928.—Oil mills crushing many thousands of tons of cottonseed during a season of practically continuous 24-hour running, Sundays excepted, are bound to have a wear in their machinery which will be reflected in milling efficiency.

This natural wear is the probable cause of the poorer average extraction results shown on this month's report. The fact that separation results have improved is probably due to the condition that not all mills send in samples of hulls, the more efficient mills doing so.

The outstanding feature of this season's operation is the comparatively high color and refining loss that is being obtained on late oils with low free fatty acids. This condition should be investigated because a vast economic loss, actual not speculative, is brought about by this condition.

SEED ANALYSIS.

	Moisture	Amonnia in Seed	% Oil	Gals. Oil	Lbs. Cake 8.3% Ammonia
Avg. all samples	7.54	4.23	17.93	37.8	904
Best sample avg.	7.94	4.43	19.75	42.5	949
Lowest sample avg.	6.86	4.00	16.22	33.5	850
Avg. same mo. last year	8.42	4.16	16.48	34.1	888
Annual av. last yr.	8.36	4.35	17.21	36.0	931

CRUDE OIL.

	Refining Loss	Color Red	Acid Free
Avg. all samples	8.4	6.7	1.3
Best sample avg.	4.9	5.4	0.9
Lowest sample avg.	11.1	8.0	1.3
Avg. same mo. last yr.	10.8	7.9	1.9
Annual avg. last yr.	9.3	7.1	1.9

CAKE AND MEAL.

	Moisture	Amonnia	Protein	Oil	Standard
Avg. all mills	7.35	8.26	42.45	6.64	0.80
Best avg. result	6.94	8.41	43.23	5.61	0.66
Worst avg. result	7.10	8.50	43.67	7.01	0.89
Avg. this mo. last year	7.96	8.37	42.99	6.34	0.75
Annual av. last yr.	7.63	8.39	43.11	6.52	0.77

HULKS.

Average Analysis.

	Whole Seeds and Meats	Oil in Hulls	Total Oil	% Loss Per T. of Standard	Standard
Avg. all mills	0.32	0.71	0.81	0.12	2.16
Best avg. result	0.00	0.52	0.57	0.03	1.52
Worst avg. result	0.17	0.88	1.06	0.22	2.82
year	0.60	0.64	0.70	0.08	1.86
Annual av. last yr.	0.08	0.69	0.73	0.09	1.94

COTTONSEED RATE HEARINGS.

Hearings in the Interstate Commerce Commission's investigation of the rates on cottonseed and cottonseed products and related articles, embraced in Part 8 of Docket No. 17000, the rate structure investigation, and related cases, have been assigned for June 4, at Fort Worth, Tex., and June 14, at Chicago, before examiners Money and Esch. The hearings scheduled for May 21 and June 11, respectively, have been canceled.

Announcement by the Commission, April 24, states:

At the Fort Worth hearing it is expected that the southwestern carriers will outline their proposals or defense both as to rates and to transit and present such evidence in support thereof as they can prepare and have such showing sufficiently full to advise all parties of the character of their defense and justification.

At a future hearing the southwest carriers will be given an opportunity to amplify their defense or proposals. Evidence will also be taken at the Fort Worth hearing in the cases recently consolidated with this investigation, and shippers having further evidence to offer as to the rates in the southwest on the commodities covered will be given opportunity to be heard.

At the Chicago hearing the carriers will be expected to present their evidence with respect to the rates on the commodities covered by the investigation from, to, and between points in Western Trunk Line Territory, and between points in Western Trunk Territory on the one hand and points in Central Freight Association Territory on the other hand.

At the Fort Worth and Chicago hearings the carriers should also present their evidence on transcontinental and import and export rates through the Pacific Coast ports. Such evidence respecting the export and import rates from or to the southwest should be presented at Fort Worth.

TO STANDARDIZE CONTAINERS.

Manufacturers, distributors and users of containers for vegetable shortening will meet at the Department of Commerce, Washington, D. C., on May 9, 1928, for the purpose of considering a proposed simplified practice recommendation of their package sizes.

For some time past, it has been the belief of a number of producers of vegetable shortening that simplification of varieties and sizes of containers used in packing their product would benefit all concerned. A committee of the Refiners' Division of the Interstate Cotton Seed Crushers' Association, after making a survey of present production and demand, submitted a proposal to the officials of the Division of Simplified Practice of the Department of Commerce, requesting a general conference of all interests to consider a tentative simplification.

This committee has expressed its opinion that the following list of sizes and varieties would adequately fill all normal requirements of the domestic market:

Iron drums, 110 lbs.; wooden tubs, 60 lbs.; butter tubs, 50 lbs.; metal packages, 45, 16, 8, 4, and 2 lbs.; paper cartons, 1 lb.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderately Active—Market Strong—Cash Trade Better—Crude Tight—Heavy Rains South—Lard Stronger—Shorts Cover—Light Tenders Expected.

A combination of constructive factors again developed in the cotton oil situation the past week. As a result, activity broadened considerably and the market advanced to new highs for the move, September and October making new season's highs. Buying of a general character, with short covering running into stop loss orders, served to bring about the upturn.

Improvement in cash trade was a prominent feature, but the outstanding factors were the strength in lard and continued unsatisfactory weather in the south for the new crop. Heavy rains over the belt served to bring about flood conditions in some of the eastern cotton states. This excited the trade for a time, for fear of a repetition of last year's disaster.

Profit taking on a large scale was in evidence on the swells, but with commission house shorts and refiners competing for the May offerings and making for relative strength in the nearby position, the upturn was easily attained. There was considerable selling of the futures against purchases of the nearbys and undoing of spreads, while on the other hand, there was no particular volume of fresh hedging sales.

The strength in outside commodities such as cotton and grains, served to increase bullish sentiment which predominated around the oil ring, but the rapidity of the advance served to make for professional realizing and some selling in the belief that the technical position had been weakened and that somewhat of a natural setback was in order.

Refiners Raise Prices.

The open interest in the May delivery was materially cut down. This situation followed reports indicating that the prospects were for light, if any, tenders. Some in the trade felt that refiners would not deliver oil on May contracts at the small spread between crude and May, but there were others who did look for deliveries of 2,000 to

5,000 bbls. At any rate, reports indicated that whatever the volume of deliveries might be the tenders would be taken care of readily.

Reports had it that at the close of the previous week, refiners had again pretty well booked up the trade on oil and compound and had raised their prices $\frac{1}{4}$ c a pound. This business

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 26, 1928.

New Orleans cotton oil futures have advanced each day this week with heavy buying of May, now the current month, which automatically lifted futures. Many traders are friendly to September and October due to expectations of further bullish cotton news and the already poor and late start of the new crop. There were large sales of crude oil at 9c all directions, with $\frac{1}{4}$ c asked today for both Valley and Texas. Most mills are now holding for 10c. Should we have rainy weather in May, oil could quickly advance another cent per pound, whereas with hot cotton weather a reaction of $\frac{1}{4}$ c to $\frac{1}{2}$ c per lb. could be expected. Some now predicting that New Orleans July and September contracts will sell very much higher, based on expectation of 25@30c for July cotton.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., April 26, 1928.

Prime cottonseed oil, delivered Dallas, nominal; prime crude oil, $\frac{1}{4}$ c; forty-three per cent cake and meal, f.o.b. Dallas, \$56.00; hulls, \$13.00; mill run linters, $4\frac{1}{2}$ c@6c. The market is steady and quiet. The weather is cool with considerable rain.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 26, 1928.

Most of crude oil in this section was sold this week at 9c; very few lots left for sale under 10c. Forty-one per cent cottonseed meal, \$58.00; loose cottonseed hulls, \$11.50 Memphis. Weather very unfavorable for new crop.

brought about some lifting of hedges, and thereby helped the advance.

Another bullish factor was the buying of 200 tanks or more of crude oil at 9c by several of the leading factors in the southeast Valley, Texas and Oklahoma, with that figure still bid. The mills, however, are holding for higher levels as quite a load had been lifted off the mill hands which placed the latter in a much stronger position.

The seed situation continued strong and there were indications that some replanting would be necessary in the eastern belt as a result of wet weather and floods.

Lard Prices Higher.

The advance in lard was due to strength in hogs and comparatively light hog arrivals. This phase of the situation continues to be watched closely and was immediately reflected in lard, although the strength in the latter was again partly attributed to the higher grain markets.

The stocks of lard are large, but the bulls in edible fats are not worried over this situation, as they feel that the packer, therefore, has something for which to support values.

The large visible stocks of oil are causing no pressure in any quarter of the market, and were commented upon, but notwithstanding the advance in oil, sentiment continues mixed while some were looking for much higher levels. Others could see no change in the situation, and some of the shrewd observers were advising sales on any further upturn.

The impression, however, has spread around the ring that there will be little or no pressure from refiners for the next two months. May hedges have been pretty closely covered. This is looked upon as reflecting light deliveries and the disposition on the part of the refiner to maintain present values, or possibly enhance them further until possibly July or August.

Trade Discusses Contracts.

The May discount narrowed to 11 points under July and 30 points under September. Some would not be surprised to see a further narrowing after tender day.

At a meeting of the New York trade

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

BROKERS

NEW YORK CITY

REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

**The Crusher—The Refiner—
The Investor—The
Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

The Procter & Gamble Co.

Refiners of all Grades of

**COTTONSEED
OIL**

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Cocoanut Oil
P & G SPECIAL (hardened) Cocoanut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.
29 Broadway
NEW YORK CITY
Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

this week, prior to a committee going to a hearing at Washington, considerable discussion arose relative to the contract basis, and various views were expressed.

In the main, ideas appeared to lean to the loose contract. However, it is generally felt that this matter will be left in the hands of Secretary Hoover to arbitrate and that it will be satisfactorily settled to all concerned.

Reports reaching here from Texas indicated that the trade there was divided in their ideas also regarding the barrel or loose oil contract.

COTTONSEED OIL—Market transactions:

Friday, April 20, 1928.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1000	a	1000	a
Apr.		1000	a	1000	a
May	8800	1012	1007	1010	a 1009
June		1020	a	1035	
July	8000	1045	1038	1041	a 1042
Aug.	1200	1059	1057	1058	a 1060
Sept.	12500	1073	1067	1070	a ...
Oct.		1076	a	1080	
Nov.		1061	a	1080	

Total Sales, including switches, 30,500 bbls. P. Crude 8% at 9c.

Saturday, April 21, 1928.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1010	a	1010	a
Apr.		1010	a	1010	a
May	3900	1013	1010	1010	a 1012
June		1020	a	1035	
July	4100	1040	1038	1039	a 1038
Aug.	100	1061	1061	1058	a 1061
Sept.	4400	1073	1069	1069	a 1070
Oct.	100	1082	1082	1078	a 1082
Nov.		1070	a	1090	

Total Sales, including switches, 12,600 bbls. P. Crude 8% at 9c.

Monday, April 23, 1928.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1010	a	1050	
Apr.		1010	a	1050	
May	16900	1022	1010	1021	a 1022
June		1034	a	1042	
July	5100	1050	1044	1049	a ...
Aug.	1400	1065	1062	1064	a 1070
Sept.	12200	1080	1074	1080	a ...
Oct.	400	1089	1080	1089	a 1090
Nov.		1082	a	1085	

Total Sales, including switches, 37,500 bbls. P. Crude S. E. 9 Sales & Bid.

Tuesday, April 24, 1928.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1025	a	1025	a
Apr.		1025	a	1025	a
May	12900	1038	1022	1038	a ...
June		1047	a	1055	
July	7400	1058	1047	1058	a ...
Aug.	400	1078	1069	1078	a ...
Sept.	12100	1087	1077	1086	a 1087
Oct.	1400	1091	1089	1090	a ...
Nov.		1082	a	1090	

Total Sales, including switches, 35,300 bbls. P. Crude S. E. 9 Bid.

Wednesday, April 25, 1928.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1050	a	1050	a
Apr.		1050	a	1050	a
May	7800	1066	1040	1058	a 1059
June		1063	a	1073	
July	18100	1077	1064	1072	a 1073
Aug.	1100	1086	1085	1085	a 1087
Sept.	17400	1098	1092	1093	a 1094
Oct.	4900	1105	1097	1102	a 1104
Nov.	200	1090	1090	1094	a 1097

Total Sales, including switches, 49,500 bbls. P. Crude S. E. 9 Bid.

Thursday, April 26, 1928.

—Range— —Closing—

Spot	Sales.	High.	Low.	Bid.	Asked.
Apr.		1050	a	1050	a
May	1067	1060	1061	a	1070
June	1080	1073	1063	a 1070	
July	1080	1073	1074	a	
Aug.	1090	1085	1085	a 1088	
Sept.	1101	1093	1095	a	
Oct.	1108	1101	1101	a	
Nov.	1100	1100	1093	a 1096	

See page 40 for later markets.

COCOANUT OIL—The market was a dull and featureless affair with the tone about steady. Copra was firm, but buyers showed no urgent interest for supplies and sellers no disposition to raise ideas. At New York, tanks were quoted at 8 1/2@8 3/4c. Pacific Coast tanks were quoted at 8 1/4c.

CORN OIL—The market was firm with a fair demand with prices quoted at 8 1/2@8 3/4c f.o.b. mills.

SOYA BEAN OIL—Demand was quiet but offerings light and limited. The Pacific Coast situation continued nominal. At New York, tanks were quoted at 10 1/2c and barrels at 12 1/4c.

PALM OIL—A scarcity of spot supplies and light offerings of nearby oil made for a continued tight position in this market at New York. Strength on the other side continues a feature, while firmness in the spot position of competing commodities was a factor. At New York, spot Nigre was quoted at 7 1/2@7 3/4c; shipment Nigre, 7 1/2c; spot Lagos, 7 1/2@8c; shipment, 7 1/2@7 3/4c.

PALM KERNEL OIL—Trade was small, but the market was steady with offerings well held. At New York, tanks were quoted at 8 1/2@8 3/4c, and casks 9@9 1/2c.

OLIVE OIL FOOTS—The market was strong owing to light offerings and with a belief that consumers are short of supplies and must come in shortly. At New York, spot was quoted at 10 1/2c; April, 10@10 1/2c; May-June, 10c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal. **COTTONSEED OIL**—While demand was better, reports indicated very little improvement in interest in store oil. The latter can probably be bought at 7 1/2@8c over May. Crude oil was strong at 9c bid everywhere, with mills holding for higher prices.

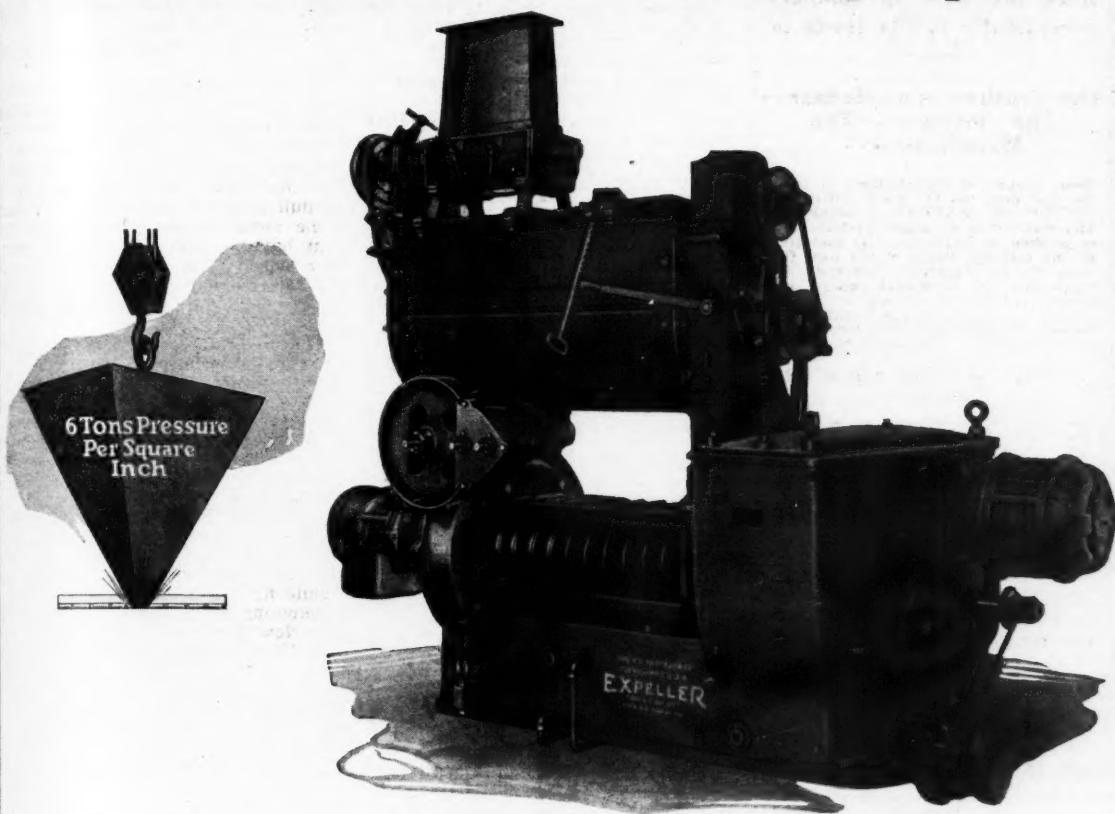
CHEMICALS AND SOAP SUPPLIES
(Special Report to The National Provisioner)

New York, April 25, 1928.—Latest quotations on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant, 8 1/2c lb.; Manila cocoanut oil, tanks, New York, 8 1/2c lb.; Manila cocoanut oil, tanks, coast, 8 1/4c lb.; Cochin cocoanut oil, barrels, New York, 11c lb. P. S. Y. cottonseed oil, barrels, New York, 12 1/2@12 3/4c lb.; crude corn oil, barrels, New York, 11 1/2c lb.; olive oil foots, barrels, New York, 10 1/2@10 3/4c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.25@1.30 gal.

Crude soya bean oil, barrels, New York, 11 1/2@12 1/4c lb.; palm kernel oil, barrels, New York, 9 3/4c lb.; red oil, barrels, New York, 9 1/4@9 3/4c lb.; Nigre palm oil, casks, New York, 7.50c lb.; Lagos palm oil, casks, New York, 7.60c lb.; glycerine (soaplye) 7 1/2c lb.

The New Anderson R. B. Crackling Expeller



Develops 6 Tons Pressure to One Square Inch

Read These Advantages

- (1) Constant rate, forced feed.
- (2) Ammeter registers power.
- (3) One-fourth easier accessibility.
- (4) Special G. E. High Torque Motor.
- (5) Magnetic removal of metal.
- (6) Timken roller bearings running in oil.
- (7) Push button control.
- (8) Three times as strong yet weighs the same.
- (9) Choke arrangement replaces old cone point.

THAT'S the tremendous pressure the new Expeller exerts on material to be pressed. This is one of the reasons why owners get a greater percentage of cracklings. Such pressure takes care of hard bones and other non-metallic substances.

To accomplish this terrific pressure, steels made under special formula and heat treated in our factory, making that steel stronger than the Expeller itself, are used. In comparison with the old type Expeller this new model is three times as strong and yet weighs the same. Even with its huge strength this new model is so constructed as to make any part accessible in one-fourth the time required for the old type machines.

Strength, accessibility, speed, simplicity and greater production all go hand in hand to enable owners of the new Anderson Expeller to meet modern competition and make greater profit. It will pay you to investigate this machine most thoroughly—and now.

The V. D. Anderson Co.

1946 WEST 96th STREET

Representatives: THE WESTERN ENGINEERING CO., Dallas, Texas and San Francisco, Calif.



The Week's Closing Markets

FRIDAY'S CLOSINGS.

Provisions.

Hog products were irregular the latter part of the week, but the under-tone was firm. Profit taking and hedge pressure caused reaction from the high in lard, but speculative buying and grain strength checked down turns. Cash trade is good.

Cottonseed Oil.

Cotton oil is active and very steady on no May tenders, strong crude and further unfavorable rains in the south. Cash trade is moderate, but cash oil is firm. Southeast Texas crude, 9c bid; Valley, 9½c bid.

Quotations on cottonseed oil at Friday noon were: May, \$10.56@10.58; June, \$10.60@10.70; July, \$10.71; August, \$10.80@10.86; September, \$10.92@10.93; October, \$11.00; November, \$10.92@10.95; December, \$10.85@10.95.

Tallow.

Tallow, extra, 8½c.

Stearine.

Stearine, 11½c.

FRIDAY'S GENERAL MARKETS.

New York, April 21, 1928.—Spot lard at New York: Prime western, \$12.65@12.75; middle western, \$12.45@12.55; city, 12c; refined continent, 13.25c; South American, \$14.75; Brazil kegs, \$15.75; compound, \$12.25.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, April 27, 1928.—General provision market quiet; trading very limited. A trifle more activity on picnics and hams. Square shoulders firm. Lard trade fair.

Today's prices are as follows: Liverpool shoulders, square, 63s; hams, American cut, 78s; hams, long cut, 83s; Cumberland cut, 72s; short backs, 76s; picnics, 61s; bellies, clear, 73s; Canadian, 80s; spot lard, 61s 3d; Wiltshire, none.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 567 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 118,000 at a top Berlin price of 12.33 cents a pound, compared with 74,000 at 14.06 cents a pound, for the same week last year.

The Rotterdam market showed improvement with the exception of refined lard.

The market at Liverpool was slightly firmer; the amount of business was small and offerings few.

The total of pigs bought in Ireland for bacon curing was 17,000 for the week.

The estimated slaughter of Danish hogs for the week ending April 20, 1928, was 107,400.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending April 21:

HAMS AND SHOULDERERS, INCLUDING WILTSHIRES.

Week ending Jan. 1, '28, to Apr. 21, 1928.
M lbs. M lbs. M lbs. M lbs.

Total	628	515	901	35,760
To Belgium	.....	.....	.....	118
United Kingdom	552	426	894	28,771
Other Europe	.....	.....	24	695
Cuba	24	51	6	2,742
Other countries	32	38	67	3,434

BACON, INCLUDING CUMBERLAND.

Total	3,126	2,068	2,838	47,452
To Germany	.....	38	235	4,488
United Kingdom	2,796	1,073	1,704	20,952
Other Europe	199	70	65	14,377
Cuba	10	.....	.....	5,232
Other countries	121	7	124	2,403

LARD.

Total	8,261	14,816	11,917	262,380
To Germany	1,190	4,589	4,026	59,616
Netherlands	628	1,333	342	17,711
United Kingdom	4,985	6,205	3,057	90,078
Other Europe	640	390	1,551	30,125
Cuba	201	1,224	1,514	26,095
Other countries	617	1,075	1,427	38,755

PICKLED PORK.

Total	350	219	395	8,451
To United Kingd.	39	9	97	1,474
Other Europe	35	27	5	681
Canada	171	86	249	2,080
Other countries	105	97	44	4,216

TOTAL EXPORTS BY PORTS.

Week ending April 21, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	628	3,126	8,261	350
Boston	45	.....	57	47
Detroit	441	377	1,069	.....
Port Huron	30	120	361	164
Key West	b	b	b	b
New Orleans	46	11	697	65
New York	66	2,612	6,077	74
Philadelphia	6	.....	.....	.....
Portland, Me.	.....	.....	.....	.....

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	552	2,796	.....
Liverpool	325	1,603	.....
London	93	850	.....
Manchester	38	.....	.....
Glasgow	39	128	.....
Other United Kingdom	57	215	.....
Exported to:			
Germany (total)	.....	1,190	.....
Hamburg	927	.....	.....
Other Germany	.....	263	.....

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending April 21, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	260
Canada—Calf carcasses	2,234
Canada—Hams	131 lbs.
Canada—Smoked pork	4,578 lbs.
Canada—Beef cuts	7,265 lbs.
Canada—Meat products	7,006 lbs.
Italy—Sausage	5,828 lbs.
Italy—Bacon	21 lbs.
Italy—Hams	4,023 lbs.
Germany—Smoked hams	1,118 lbs.
Germany—Sausage	2,473 lbs.
France—Dry sausage	825 lbs.
France—Canned meats	1,575 lbs.
Czecho-Slovakia—Cooked hams	1,647 lbs.
Brazil—Canned corned beef	98,280 lbs.
Holland—Smoked hams	3,123 lbs.
Holland—Sausage	576 lbs.
Ireland—Hams	1,467 lbs.
Ireland—Bacon	1,467 lbs.

LARD AND GREASE EXPORTS.

Exports of lard from New York, April 1, 1928, to April 25, 1928, 27,406,907 lbs.; tallow, 20,800 lbs.; grease, 1,622,200 lbs.; stearine, 86,000.

TRADE GLEANINGS.

The Max Hahn Packing Co., Dallas, Tex., is planning an addition to its plant to cost about \$350,000.

A large feed mixing plant is being built by the East Texas Cotton Oil Co., Terrell, Tex., in connection with its mill at that point.

F. J. Tomalka, F. C. Tomalka and E. D. Niesen, La Crosse, Wis., have formed the Tomalka Sausage Co. with a capital stock of \$30,000.

The Oil Mill & Gin Co., Newellton, La., has been incorporated with a capital stock of \$30,000. H. V. and L. E. Cooks are the incorporators. A group of farmers headed by W. J. Stahmann, C. A. Mebers and L. N. Shafer are building a cottonseed oil mill at Tornilla, Tex. The cost will be about \$30,000.

The Southwestern Irrigated Cotton Growers' Association, El Paso, Tex., is having preliminary plans prepared for a cottonseed oil mill. The cost is estimated at about \$150,000.

Plans have been made by the Continental Can Company to take over the Southern Can Company of Baltimore, Stockholders of the latter corporation will vote on the proposition on May 2.

Plans are under way by the W. & S. Sausage Co., La Crosse, Wis., for the erection of a new building to house the business. Nine lots were purchased recently on which the structure will be built.

The Sullivan Packing Company, Detroit, Mich., has declared its usual quarterly dividend of 2 per cent on the preferred stock of the company, payable May 1, 1928, to the stockholders of record April 20, 1928.

The M. B. Henderson Co., brokers in packinghouse products, Wilkes Barre, Pa., has changed its name to the J. S. Bittenbender Co., effective April 20, and has moved its offices to 35 West Market St., Wilkes Barre. Work was completed recently on the new addition to the plant of the Heine Packing Co., Logan, O. The building houses a storage room, hide house and cattle and hog killing rooms. A new dehairing machine has also been installed.

The American Hide and Leather Co. for the quarter ended March 31 reports a net loss of \$153,709 after depreciation, interest and reserves for taxes, against a profit of \$75,123 in the first quarter of 1927. After deducting reserves for adjustment of machinery supply inventory and for bills and accounts receivable and for losses incurred in the sale of real estate, net loss for the first quarter of this year was \$531,625. For the fifteen months ended March 31, loss after depreciation, interest and reserve for taxes was \$10,455. After deductions for adjustment of machinery supply inventory, etc., total net loss was \$388,361.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 27, 1928, show exports from that country were as follows: To England, 87,137 quarters; to the Continent, 9,599; others, none.

Exports for the previous week were as follows: To England, 102,368 quarters; to the Continent, 9,599; others, none.

Hide and Skin Markets

Chicago.

PACKER HIDES—Despite the good statistical position of the packer hide market and the better quality hides in sight in the near future, the market sold off during the week. The weakening factor was news of European buyers withdrawing from the South American market and sales in that market during the mid-week at 2½@2¾c decline. Following this, one packer here moved a combination car of branded steers at ½c decline and offered a general line of hides on this basis. Other packers are slow to admit any weakness in the market and are quoting at last sales prices, although generally thought willing to trade on the new basis.

Buyers are holding off and talking of the large accumulations in the hands of packers, but the fact remains that hides moved very freely up until this week and some houses are sold right into kill.

Aside from a car or two early at last week's prices, only one combination car moved openly at the decline; however, it is thought that some further trading on this basis was done quietly.

Buyers talk still lower prices before any sizeable movement can take place, but in the absence of any definite trading, the market is quoted on basis of lowest asking prices, or ½c down generally from last week.

Spready native steers are nominally around 27½c. Heavy native steers are available at 25½c; extreme native steers are quoted 25½c, and one car reported early at old price of 26c.

As indicated above, one packer moved a combination car of butt brands at 25c and Colorados at 24½c, and is asking these prices. Heavy Texas steers offered in one direction at 25c, light and extreme light Texas steers at 24½c.

Heavy native cows available at 25c; light native cows 25½c asked. One packer moved a car of branded cows early, and another packer reported moving some also at 24½c, steady with last week. Native bulls, 21c last paid; branded bulls, nominally around 19½c.

SMALL PACKER HIDES.—Small packer hides are quiet locally. One local killer still has April slaughter; all others sold previously, with last confirmed trading at 25½c flat for native and branded hides. Market easier, in a nominal way, based on action of packer market. Offerings of May hides expected shortly, and some trading will be necessary to definitely establish the market.

COUNTRY HIDES.—Country hides are slow. With more offerings appearing the market and sellers' ideas are easier. Good all-weights are priced at 22@22½c, selected, delivered. Heavy cows priced 21@21½c; heavy steers alone, nominally 22@22½c. Buff weights are offered at 22½c at outside points, with large dealers asking 23c. Good extremes available at 25c for 25/45-lb. weights. Bulls, slow, around 17@17½c asked, with sales reported early at 17½c, selected. All-weight branded stocks priced 20@20½c, Chicago freight.

CALFSKINS.—Packer calfskins gen-

erally considered slightly stronger than hides. Last trading was at 34c for March calf, but now quoted in one direction at 33c, nominally.

Last confirmed trading on first salted Chicago city calf was at 30c; some offered at 31c, although dealers had been trying for 32c earlier. Outside cities quoted around 30c. Mixed cities and countries priced around 27½@28c.

KIPSKINS.—Packer kips quiet, thus far; still offered at 30c for natives, 30c for over-weights and 28c for branded, although some ask 31c for natives. Buyers showing little interest.

First salted Chicago city kips last sold at 27c, with a car of small packer kips earlier at 28c. Outside cities quoted nominally around 27c. Mixed cities and countries 25½@26½c.

Packer regular slunks last sold at \$1.60 in a fair way. Hairless slunks quoted nominally around 75c.

HORSEHIDES.—Market rather slow. Good renderers, with full heads and shanks quoted around \$8.25@8.50, with slightly higher asked for choice lots. Sales of good countries reported early at \$8.00 and priced \$7.50@8.00 for ordinary lots.

SHEEPSKINS.—Dry pelts quoted 30@32c per lb., according to section. One packer moved couple cars, totalling 11,000 shearlings, at \$1.15, these running around 65 per cent No. 1's. Pickled skins about unchanged and sold ahead in some directions; quoted around \$9.00 per doz. for straight run of packer lamb; ribby lambs last sold at \$8.87½@9.00, with blind ribbies \$10.00 last paid. Pickled sheepskins quoted \$10.25@10.50 per doz. straight run of packer sheep; last trading in ribby sheep at \$9.75 and blind ribbies at \$11.25; some houses still sold ahead. Packer wool lambs a shade easier and \$4.15 per cwt. live lamb paid at Chicago; quoted on piece basis around \$3.50@4.00. Packer sheepskins quoted on piece basis around \$3.25@3.75. Small packer lambs priced \$3.50@3.90.

PIGSKINS.—No. 1 pigskin strips quoted 9@9½c; gelatine stocks quiet and nominally 4c, last trading price.

New York.

PACKER HIDES.—Market more or less unsettled and in a waiting position, pending some definite action in the western market. Last trading in April hides last week was at 26c for native steers, 25½c for butt brands and 25c for Colorados, with bulls quoted around 21c. Some April hides still to be sold and market quoted nominally around ½c easier, in sympathy with the western market.

COUNTRY HIDES.—Country hides are easier and offerings more plentiful. Asking 22@22½c, selected, for good all-weights. Extremes priced around 25c for 25/45-lb. weights, with buyers ideas lower. Buff weights offered at 22½c, with lower prices talked at outside points.

CALFSKINS.—Market was practically cleaned up last week, at which time 5-7's sold at \$2.55, 7-9's at \$3.25@3.30 and 9-12's at \$4.25@4.30; small lot of 12-17 lb. kips moved at same time at \$4.65 for veal kips and \$4.20 for buttermilks. Offerings are now light at an advance of 15@25c.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending April 21, 1928, 3,344,000 lbs.; previous week, 4,873,000 lbs.; same week, 1927, 4,550,000 lbs.; from Jan. 1 to April 21, 79,869,000 lbs.; same period 1927, 78,742,000 lbs.

Shipments of hides from Chicago for the week ending April 21, 1928, 4,631,000 lbs.; previous week, 5,886,000 lbs.; same week, 1927, 4,507,000 lbs.; from Jan. 1 to April 21, 79,128,000 lbs.; same period, 1927, 88,901,000 lbs.

LIVESTOCK AT ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, April 26, 1928.

CATTLE.—Beef steers and yearlings ruled steady to strong as compared with week ago. Better grade she stock, steady to 25c higher; other killers unchanged. Beef steers and yearlings topped at \$13.50, while choice heifers reached \$12.75 and vealers reached \$12.50.

HOGS.—Butchers advanced 70@85c, with heavy weights up most. Packing sows ruled 50@75c higher. Choice 200-215 lb. weights topped late at \$10.30; 180-240 lb. averages, largely \$10.15@10.25; 350 lbs., down to \$9.50; smooth lightweight packing sows, up to \$9.00.

SHEEP.—Fat lambs gained 50@75c and reached the highest levels for a year. Choice mature woolskins topped at \$17.60. Best clippers brought \$15.60 and Colorado springers sold up to \$19.10. Aged stock ruled fully 25c higher, and choice lightweight fat ewes scored \$10.50.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending April 27, 1928, with comparisons, are reported as follows:

	Week ending Apr. 27, '28.	Previous week.	Cor. week. 1927.
Spr. nat. stra.	@27½n	28	@28½
Hvy. nat. stra.	@25½ax	26	@16
Hvy. Tex.stra.	@25	25	@15½
Hvy. butt			
brnd'd stra.	@25	25	@15½
Col.stra.	@24½	25	@15
Ex-light Tex. strs.	@24½	25	@14½
Brad' d Cows.	@24½	24½	@14½
Hvy. nat. cows	@25ax	25½	@15
Lt. nat. cows	@25½ax	26	@16
Nat. bulls...20@21n	21	21½	@11
Brad' d bulls.	@19½n	20n	9½@10n
Calfskins...33	@34n	34	19½@20n
Kips, nat...	@30ax	30ax	18@18½n
Kips, ov-wt...	@30ax	30ax	17@17½n
Kips, brnd'd.	@28ax	28ax	14n
Slunks, reg...	@1.60	1.60@1.65	1.20@1.25
Slunks, hrs.	@75n	80n	65
Light native, butt branded and Colorado steers 10 per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	25	@25½n	26n
Branded	24½@25n	25	@25½
Nat. bulls...	20	@20½n	21
Brnd'd. bulls.	@19n	19½	9n
Calfskins....	@31ax	31	18@19
Kips.....27	@27½	27½@28n	17@17½n
Slunks, reg...	1.40@1.50n	1.40@1.50n	1.00@1.05
Slunks, hrs.	@70n	70@75n	50@55

COUNTRY HIDES.			
Hvy. steers...	22	@22½	22½@23
Hvy. cows...	21	@21½	21½@21
Hvy. butts...	22½@23n	23	@23½
Extremes....	@25ax	25½@26	15@16
Bulls....17	@17½ax	18@18½	9½@10ax
Calfskins....26	@27	27@27½	16@16
Kips....25½@26	25½@26	25@26	@14n
Light calf....1.75@1.90	1.75@1.90	1.75@1.90	1.00@1.10
Deacons....1.75@1.90	1.75@1.90	1.75@1.90	1.00@1.10
Slunks, reg....75	@1.00	75@1.00	60@75
Slunks, hrs....25	@30	25@30	20@25
Horsehides....7.50@8.50	8.00@9.50	4.50@5.75	
Hogsks....75	@85	75@85	40@50

SHEEPSKINS.			
Pkr. lambs...	3.50@4.00	3.50@4.00	1.75@2.40
Sm. packer			
lambs....3.50@3.90	3.50@3.90	3.50@3.90	3.50@3.90
Pkr. sh'rings...1.15@1.25	1.10@1.25	92½@97½	
Dry pelts....30	@32	30@32	30@32

April 28, 1928.

Live Stock Markets

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., April 26, 1928.

CATTLE—Compared with week ago, weighty fed steers steady to 25c higher; yearlings and better grade fat cows and heavy heifers, strong to 25c up; lower grade fat cows and cutters, weak to 25c lower; bulls, 10 to 15c higher; vealers, steady; receipts larger than week ago; largely steer run; weighty kinds relatively scarce, lights and medium weights predominating; very satisfactory market, receipts considered; increased demand for heavy steers suggests recent price parity of yearlings and heavies may be changed. Extreme top weighty steers, \$14.90; best long yearlings, \$14.60; heifer yearlings, up to \$13.90; bulk fed steers, \$12.25@14.00; most low cutters, \$6.25 @6.50; cutters, up to \$7.75; heavy sausage bulls, \$8.75@9.10; odd lots, up to \$9.25; light vealers closed at \$10.50@11.50.

HOGS—Monday's unusually heavy run locally enabled buying interest to stop the recent advance and force hog prices lower slightly. With lighter receipts later in the week the advance was resumed, today's prices ruling mostly 25@50c higher than a week ago. Packing sows, mostly steady; pigs, 25c higher; today's top, \$10.60 in comparison with \$10.15 a week ago; bulk better grade hogs scaling from 150 to 300

lbs., \$10.00@10.50; packing sows, mostly \$8.40@8.75; few \$9.00; pigs, largely \$8.50@9.25.

SHEEP—New tops for the year on both woolled and clipped lambs were uncovered on another 50@75c advance in fat lamb values. Less desirable quality of woolled offerings was partly responsible for the fact that clipped lambs climbed closer to woolskins and showed the lion's share of the week's upturn. At the close the spread between choice clipped lambs and the best woolled lambs available was \$1.50 which was the narrowest for the season. The top on clipped lambs at \$16.75 stands as a new high since early in June, 1926, the \$18.25 top on woolled lambs standing as the new high since 1925 when Colorado lambs reached \$19.00. A feature of the week's trade was the arrival of the initial consignment of 66 to 73 lb. California springers which graded medium and were sorted 35 to 65 per cent at \$16.50. Throwouts went to killers and feeders at \$14.00. A few native springers sold unevenly from \$17.00@19.00. Sheep, which were scarce, ruled strong with spots higher.

KANSAS CITY.
(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., April 26, 1928.

CATTLE—Choice grades of fed steers of all weights held steady with

the demand limited for weighty offerings. Other classes of fed steers and yearlings closed at steady to 25c higher levels. Slaughter cows, steady to 25c higher; bulls and vealers, fully steady. Best medium and heavyweight steers topped the week at \$13.60. The late top on vealers was \$13.00.

HOGS—Buyers were unable to check the upturn in hog values and additional advances of 60@70c were scored on all grades scaling above 160 lbs. Light lights sold irregular and closed with 40@50c gains. The closing top rested at \$10.30 on choice 210-230 lb. weights. Shippers have been the backbone of the market during the periods under review. Packing grades shared in the recent advance in prices.

SHEEP—Demand for fat lambs continues broad and both mature and spring lambs closed the week at 50@65c higher levels. Best woolskins reached \$17.65, with the bulk going at \$15.25@17.50. Choice Arizona springers made \$19.25 to shippers, while others cleared from \$18.00@19.10. Clipped lambs ranged from \$15.35@15.65. Mature classes are steady to 25c higher. Fat woolled ewes sold up to \$10.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., April 26, 1928.

CATTLE—The market on all killing classes had an improved tone this week and prices ruled stronger. Fed steers and yearlings closed the week strong to 25c higher, yearlings showing

A Move to Serve You Better

Announcing the removal on May 1st of our Service Department
from Chicago to 706 Westory Building, Washington, D. C.

C. B. Heinemann, Manager

At the Seat
of the Federal
Government

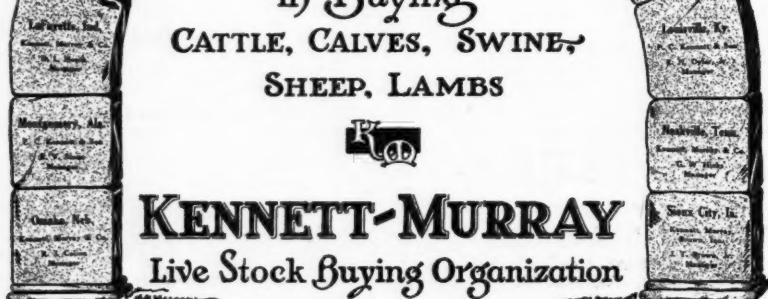


More
Complete Service
—Better Service

Exceptional Service
in Buying
**CATTLE, CALVES, SWINE,
SHEEP, LAMBS**



KENNETT-MURRAY
Live Stock Buying Organization



most upturn. She stock and bulls advanced fully 25c and veals regained the early decline, closing mostly steady. Choice weighty steers reached \$14.00; yearlings, \$13.75; light heifers, \$12.85.

HOGS—Steady rising prices featured the hog trade, traceable to curtailed receipts, increased shipping demand and spectacular advances on dressed pork products. Comparison Thursday with Thursday shows prices 75c@\$1.00 higher on butchers and lights, with packing sows around 50c higher. Thursday top reached \$10.40.

SHEEP—Fat lamb prices continued their upward trend, reaching new high levels for the year. In a general way, fed wool lambs, clippers and spring lambs showed net advances of close to 75c for the period, while sheep are around 50c higher. Week's top, \$18.00. Fed clipped lambs bulked from \$15.40@15.50, although the week's top reached \$15.90. Native spring lambs from \$18.50@19.25 and California springers, \$18.65@18.80, found dependable outlet as did woolled ewes and shorn ewes from \$10.00@11.00 and \$8.50@9.50 respectively.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., April 25, 1928.

CATTLE—Cattle receipts ran normal for the week, about 10,000 head being received for the three days. Little change was noted in the butcher stock divisions. Beef steers and yearlings are quoted weak to 25c lower. Best steers received this week sold for \$13.40, with the bulk of both yearlings and steers selling at \$11.75@13.00. Choice light heifers reached \$12.75, with the bulk at \$11.00@12.00. Cows were steady, the best bringing \$11.25. Canners and cutters ruled strong at \$5.25@6.75; bulls, 25c higher; heavy butcher bulls, \$9.75; nothing but common kinds below \$8.00; veals, steady at \$7.50@12.00.

HOGS—Receipts for the first half week, 25,000. Market is 75c@\$1.00

higher than a week ago. Top today, \$10.15, with the bulk of light butchers at \$9.90 and over; good strong weight butchers, \$9.75@10.05; heavies, \$9.40@9.85, with common and underweight kinds down to \$9.00. Sows sold between \$8.25 and \$8.75.

SHEEP—Top lambs, \$17.85, with all wooled lambs at \$17.25 and up. Shorn lambs, \$15.00@15.75 according to weight and quality. Ewes, strong; best woolled, up to \$11.00.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., April 26, 1928.

CATTLE—Supply and demand were well balanced this week, as the general market ruled steady with week ago with the exception of better kinds of mixed yearlings, heifers and vealers which advanced 25c. Tops for week: 1,238 lb. matured steers, \$13.75; 1,015 lb. yearlings, \$13.65; 829 lb. mixed yearlings, \$13.40; 695 lb. heifers, \$13.35.

HOGS—With about the same receipts as last week the market continued its upward journey, advancing fully 50c over last Thursday, with extremes 60@65c higher. The top today at \$10.65 sets a new high mark for recent months.

SHEEP—Receipts mostly clipped lambs and market fully \$1.00 higher for week; best offerings, \$16.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Apr. 25, 1928.

CATTLE—Better grades of medium and heavyweight slaughter steers are 15@25c lower for the week, with light steers and yearlings about steady. Bulk of the latter classes \$11.25@12.25; some better grades \$12.50@13.00. Trade in she stock has been on a healthy footing. Bulk cows \$7.25@9.00; heifers, \$8.50@10.50; some better heifers,

\$10.50@12.00; best cows, \$10.25@10.50. Bulk of the cutter cows sold at \$5.75@7.00; bulk medium grade bulls, \$8.00@8.50; best heavies, \$8.75; bulk vealers, today, \$11.50.

HOGS—Hogs have again advanced sharply, the bulk of lights and butchers selling today at \$9.75@10.00; underweights, \$8.75@9.50; most sows, \$8.25; bulk pigs, \$8.50.

SHEEP—Healthy conditions continued in the sheep division. Best woolled lambs, \$17.25@17.50; best clippers, \$15.75; choice fat woolled ewes, \$11.00; best shorn ewes, \$8.75.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ending Apr. 21, and comparative periods follow:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ending Apr. 21	209,000	558,000	260,000
Week ago	184,000	531,000	258,000
1927	225,000	595,000	241,000
1926	241,000	570,000	226,000
1925	223,000	619,000	258,000
1924	230,000	785,000	239,000

At 11 markets:

	Cattle.	Hogs.	Sheep.
Week ending April 21	149,000	499,000	185,000
Previous week	133,000	363,000	176,000
1927	184,000	441,000	166,000
1926	186,000	419,000	155,000
1925	167,000	405,000	187,000
1924	177,000	572,000	161,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

CANADIAN KILL IN MARCH.

Canadian inspected slaughters of cattle, calves, hogs and sheep for March, 1928, with comparisons, are reported by the Dominion Live Stock Branch, as follows:

	March	1927	Jan.-March	1928	1927
Cattle	46,919	48,805	141,263	149,612	
Calves	33,631	33,085	66,456	61,832	
Hogs	246,597	233,925	765,719	709,146	
Sheep	16,543	20,396	61,115	71,110	

Order Buyers of Live Stock

Potts — Watkins — Walker
National Stock Yards, Ill.

Reference: National Stock Yards National Bank

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers
Reference any Omaha Bank

Union Stock Yards Omaha, Nebr.

BANGS & TERRY

Buyers of Livestock

Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.
Reference: Stock Yards National Bank. Any Bank in Twin Cities.

Write or wire us

Strictly Hog Order Buyers on Commission Only

GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465
Union Stock Yards, Chicago

E. K. Corrigan

Exclusive Hog Order Buyer
Operating on Two Markets

So. Omaha
E. K. Corrigan

So. St. Joseph
R. G. Symon

The Commission is the Same—Why not Get the Best?
Three A-1 Hog Buyers to Serve You

Write—Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers

Telephone Yards 0184

Union Stock Yards, CHICAGO

RECEIPTS AT CENTERS.

SATURDAY, APRIL 21, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	400	5,000	300
Kansas City	250	1,000	500
Omaha	150	3,500	2,200
St. Louis	250	3,000	1,200
St. Joseph	300	1,500	4,000
Sioux City	300	5,000	100
St. Paul	200	1,200	100
Oklahoma City	100	600	100
Fort Worth	2,000	500	700
Denver	100	300	7,900
Louisville	100	500	100
Wichita	100	1,300	400
Indianapolis	100	2,500	100
Pittsburgh	100	600	100
Cincinnati	100	1,200	100
Buffalo	100	1,000	500
Cleveland	100	900	300
Nashville, Tenn.	100	300	100
Toronto	100	300	100

MONDAY, APRIL 23, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	59,000	12,000
Kansas City	12,500	7,500	1,000
Omaha	10,000	8,000	4,000
St. Louis	2,000	12,000	800
St. Joseph	2,500	3,500	5,500
Sioux City	5,000	7,500	700
St. Paul	3,000	9,000	200
Oklahoma City	600	1,000	100
Fort Worth	7,500	2,700	6,000
Milwaukee	200	600	100
Denver	2,000	1,400	6,200
Louisville	1,100	2,400	100
Wichita	4,000	2,500	400
Indianapolis	500	3,000	100
Pittsburgh	800	3,500	2,700
Cincinnati	300	2,600	100
Buffalo	2,000	9,200	5,600
Cleveland	600	5,300	2,500
Nashville, Tenn.	700	1,200	100
Toronto	3,700	3,600	300

TUESDAY, APRIL 24, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	8,500	20,000	10,000
Kansas City	9,500	8,000	17,000
Omaha	7,000	9,000	9,000
St. Louis	3,700	13,500	1,200
St. Joseph	2,000	5,000	5,600
Sioux City	2,500	8,000	1,000
St. Paul	1,500	7,500	200
Oklahoma City	1,000	1,000	100
Fort Worth	2,700	1,800	800
Milwaukee	1,500	3,000	200
Denver	1,200	2,000	9,100
Louisville	200	900	100
Wichita	1,500	1,000	800
Indianapolis	1,200	7,500	300
Pittsburgh	100	800	800
Cincinnati	200	4,000	200
Buffalo	200	1,400	200
Cleveland	500	3,300	1,000
Nashville, Tenn.	100	600	100
Toronto	400	500	100

WEDNESDAY, APRIL 25, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	15,000
Kansas City	6,000	7,000	11,000
Omaha	5,000	11,000	5,500
St. Louis	3,000	13,500	1,000
St. Joseph	1,900	5,000	4,500
Sioux City	2,500	10,000	500
St. Paul	2,600	12,000	500
Oklahoma City	600	2,200	100
Fort Worth	8,000	1,800	3,500
Milwaukee	400	1,200	200
Denver	2,000	1,400	10,800
Louisville	300	1,100	100
Wichita	400	2,400	400
Indianapolis	1,400	7,000	100
Pittsburgh	100	1,000	600
Cincinnati	200	2,700	100
Buffalo	100	1,500	800
Cleveland	300	2,500	2,100
Nashville, Tenn.	200	700	100
Toronto	1,000	500	400

THURSDAY, APRIL 26, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	26,000	12,000
Kansas City	1,600	6,000	6,000
Omaha	5,000	12,000	7,000
St. Louis	1,800	13,500	500
St. Joseph	1,900	4,500	3,000
Sioux City	3,000	11,500	2,000
St. Paul	1,700	7,500	500
Oklahoma City	400	700	100
Fort Worth	2,500	1,500	500
Milwaukee	600	2,500	200
Denver	1,000	1,000	6,800
Louisville	100	900	100
Wichita	400	2,200	200
Indianapolis	1,000	6,000	600
Pittsburgh	100	1,000	700
Cincinnati	600	2,200	100
Buffalo	100	700	300
Cleveland	200	1,900	1,000
Nashville, Tenn.	100	600	100
Toronto	900	1,400	500

FRIDAY, APRIL 27, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	21,000	9,000
Kansas City	600	2,000	2,000
Omaha	1,800	13,000	10,000
St. Louis	700	11,000	1,000
St. Joseph	600	5,000	6,500
Sioux City	1,000	4,000	200
St. Paul	1,600	7,000	200
Oklahoma City	1,100	1,500	100
Fort Worth	2,100	9,000	2,000
Milwaukee	100	300	100
Denver	2,300	700	2,900
Louisville	300	1,900	200
Wichita	300	6,000	100
Indianapolis	700	6,500	100
Pittsburgh	200	3,100	200
Cincinnati	100	3,200	2,400
Buffalo	100	2,200	1,000
Cleveland	200	1,200	1,100

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, April 26, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):

CHICAGO, E. ST. LOUIS, OMAHA, KANS. CITY, ST. PAUL.

Hvy wt. (250-350 lbs.) med-ch. \$9.70@10.45 89.85@10.45 \$9.40@10.10 \$9.30@10.20 \$9.75@10.00
Med. wt. (200-250 lbs.) med-ch. 10.00@10.60 10.25@10.50 9.85@10.40 9.60@10.30 9.85@10.10
Lt. wt. (160-200 lbs.) com-ch. 9.75@10.60 10.15@10.50 9.75@10.40 9.70@10.30 10.50@10.10
Lt. lt. (130-160 lbs.) com-ch. 8.75@10.40 8.75@10.35 8.75@10.15 8.70@9.90 8.50@9.85
Packing sows, smooth and rough. 8.25@ 9.00 8.15@ 8.90 8.40@ 9.00 7.60@ 8.90 8.00@ 8.50
Sltr. pigs (130 lbs down), med-ch. 8.25@ 9.50 7.50@ 9.50 7.60@ 9.50 8.25@ 8.75 8.25@ 8.75
Av. cost and wt., Wed. (pigs excl.) 10.03@236 lb. 10.41@207 lb. 9.88@257 lb. 9.88@238 lb. 9.73@231 lb.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):
Good-ch. 13.25@14.75 12.75@14.00 12.75@14.00
STEERS (1,300-1,500 LBS.):
Choice 14.00@14.75 14.00@14.50 13.25@14.00 13.25@14.00 12.75@13.50
Good 13.25@13.90 13.00@14.00 12.50@13.25 12.50@13.25 11.75@12.75
STEERS (1,100-1,300 LBS.):
Choice 14.10@14.75 14.00@14.50 13.25@14.00 13.25@14.00 12.85@13.50
Good 13.25@14.10 12.75@14.00 12.50@13.25 12.50@13.25 11.75@12.85
STEERS (950-1,100 LBS.):
Choice 14.10@14.75 13.75@14.25 13.15@14.00 13.00@14.00 12.75@13.50
Good 13.25@14.10 12.50@13.75 12.25@13.15 12.50@13.25 11.65@12.85
STEERS (800 LBS UP):
Medium 11.40@13.25 10.75@13.00 10.50@12.50 10.75@12.75 10.15@11.85
Common 9.25@11.40 9.00@10.75 8.25@10.50 8.75@11.25 8.00@10.15
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):
Choice 13.75@14.50 13.25@14.00 13.00@14.00 13.00@13.75 12.50@13.35
Good 12.75@13.75 12.25@13.25 11.75@13.00 11.75@13.00 11.40@12.50
HEIFERS (850 LBS. DOWN):
Choice 13.40@14.00 13.00@13.75 12.00@13.00 12.00@13.00 11.50@12.75
Good 12.50@13.40 12.00@13.00 11.25@12.00 11.25@12.25 10.50@11.50
Common-med. 8.75@12.50 9.00@12.00 8.00@11.00 8.00@11.25 7.75@10.50
HEIFERS (850 LBS. UP):
Choice 11.50@13.50 11.25@12.75 11.00@12.50 11.00@12.50 10.25@12.25
Good 10.50@13.00 10.00@12.00 10.00@11.75 10.25@11.75 9.40@11.25
Medium 9.25@12.00 10.00@11.00 8.00@10.50 8.25@10.50 8.50@10.40
COWS:
Choice 10.75@11.75 10.50@11.25 10.25@11.25 10.00@11.00 9.50@10.50
Good 8.75@10.75 9.75@10.50 9.00@10.25 8.50@10.50 8.50@10.50
Common-med. 7.50@ 8.75 8.00@ 9.75 7.50@ 9.00 7.25@ 8.75 7.00@ 8.50
Low cutter and cutter 6.00@ 7.50 5.25@ 8.00 5.75@ 7.50 5.00@ 7.25 5.50@ 7.00
BULLS (YEARLING EXC.):
Beef Good-ch. 9.00@10.50 9.00@10.75 8.75@ 9.75 8.75@ 9.50 8.50@10.00
Cutter-med. 7.50@ 9.15 7.00@ 9.15 7.25@ 8.75 6.50@ 8.75 6.75@ 8.75
CALVES (500 LBS. DOWN):
Medium-ch. 9.00@11.00 8.00@11.50 9.00@11.50 8.00@12.00 8.00@10.50
Cull-common 7.00@ 9.00 5.50@ 8.00 6.50@ 9.00 6.00@ 8.00 6.00@ 8.00
VEALERS (MILK-FED):
Good-ch. 10.00@14.00 13.75@14.00 10.50@12.00 9.00@13.00 10.50@13.00
Medium 9.50@10.00 10.25@13.75 8.50@10.50 7.00@ 9.00 8.50@10.50
Cull-common 7.00@ 9.50 5.50@10.25 6.00@ 8.50 6.00@ 7.00 6.50@ 8.50

Slaughter Sheep and Lambs:

Lambs (84 lbs. down) good-ch. 15.85@16.75 15.00@16.25 15.00@15.75 16.75@17.65 15.00@16.00
Lambs (92 lbs. down) medium 14.75@15.85 14.25@15.00 14.00@15.00 15.75@16.75 13.75@15.00
Lambs (all weights) cull-common 11.75@14.75 11.00@14.25 11.50@14.00 12.25@15.75 10.50@13.75
Yearling wethers (110 lbs. down)
medium-choice 11.75@14.75 11.50@14.25 11.00@13.75 12.00@15.50
Ewes (120 lbs. down) med-ch. 8.00@ 9.75 7.00@ 9.25 7.75@ 9.50 7.75@10.25 7.25@ 9.00
Ewes (120-150 lbs.) medium-ch. 7.25@ 9.75 6.50@ 9.00 7.25@ 9.25 7.50@10.00 7.00@ 8.75
Ewes (all weights) cull-common 2.50@ 8.00 2.00@ 7.00 2.00@ 7.75 3.50@ 7.50 2.00@ 7.25

SHEEP.

Chicago	38,303	35,400	36,328
Kansas City	26,200	23,223	25,240
Omaha	26,060	23,978	27,700
East St. Louis	5,448	4,400	5,978
St. Joseph	24,251	21,814	21,838
Sioux City	2,142	4,500	6,067
Wichita	1,137	1,022	1,253
Fort Worth	3,703	2,119	2,253
Philadelphia	4,217	3,767	2,445
Indianapolis	345	346	261
Boston	3,624	3,678	5,496
N. Y. and Jersey City	44,730	39,782	32,247
Oklahoma City	55	58	73
Cincinnati	1,162	324	....
Denver	10,067	4,781	....

Total 191,804 173,985 173,171

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ended Saturday, Apr. 21, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	600	7,124	3,900	15,660
Swift & Co.	5,201	6,115	4,600	12,635
Morris & Co.	2,063	1,303	6,200	2,096
Wilson & Co.	5,069	2,820	6,900	7,912
Anglo-Amer. Prov. Co.	1,001	100	—	—
G. H. Hammond Co.	1,635	—	2,600	—
Libby	895	—	—	—
Brennan Packing Co.	6,200	bags;	Miller & Hart,	
2,900 hogs; Independent Packing Co., 900 hogs;				
Boys Lunham & Co., 1,500 hogs; Western Packing & Provision Co., 9,700 hogs; Roberts & Oake 2,700 hogs; Agar Pkg. Co., 3,200; others, 22,200 hogs.				
Totals: Cattle, 21,974; calves, 17,362; hogs, 73,600; sheep, 38,303.				

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,808	952	2,444	4,536
Cudahy Pkg. Co.	2,258	624	1,877	6,994
Fowler Pkg. Co.	542	—	—	—
Morris & Co.	1,534	827	2,023	3,159
Swift & Co.	2,279	592	8,910	6,215
Wilson & Co.	3,200	500	2,587	5,342
Ochrane Pkg. Co.	—	—	—	—
Joe. Baum	558	112	1,700	14
Local Butchers	—	—	—	—
Total.	12,269	3,497	19,631	26,260

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,824	9,232	9,007
Cudahy Pkg. Co.	4,623	8,836	7,076
Dold Pkg. Co.	2,023	6,764	—
Morris & Co.	1,802	3,412	2,943
Swift & Co.	4,697	7,170	8,744
Eagle Pkg. Co.	17	—	—
Hoffman Bros.	55	—	—
Mayerovich & Vail	16	—	—
Omaha Pkg. Co.	67	—	—
J. Rife Pkg. Co.	25	—	—
J. Roth & Sons	35	—	—
So. Omaha Pkg. Co.	105	—	—
Lincoln Pkg. Co.	122	—	—
John Morrell & Co.	—	—	—
Nagle Pkg. Co.	118	—	—
T. M. Sinclair & Co.	276	—	—
Wilson & Co.	383	—	—
Other Buyers	—	31,571	—
Total.	19,178	66,986	27,770

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	758	1,437	1,513	783
Swift & Co.	1,783	2,331	3,373	1,176
Morris & Co.	1,043	251	1,059	383
East Side P. Co.	1,179	22	2,092	—
All Others	2,677	1,848	11,514	3,106
Total.	7,440	5,889	19,551	5,448

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,617	816	7,017	16,489
Armour & Co.	2,202	506	6,041	4,859
Morris & Co.	1,326	227	1,131	2,638
Others	2,632	11	7,555	5,363
Total.	8,777	1,560	21,744	29,349

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,942	171	8,686	521
Armour & Co.	2,773	174	6,632	811
Swift & Co.	1,977	146	5,456	933
Smith Bros.	50	20	—	—
Local Butchers	101	34	—	—
Order Buyers	1,968	183	29,552	—
Total.	9,811	728	50,326	2,265

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,528	504	3,459	26
Wilson & Co.	1,521	510	3,466	29
Others	90	—	616	—
Total.	3,130	1,110	7,541	55

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	948	464	8,697	1,131
Dold Pkg. Co.	373	35	5,309	6
Wichita Dr. Beef.	16	—	—	—
Dunn-Ostertag	114	—	—	—
Keefe-Lestourgeon	100	—	—	—
Total.	1,551	490	14,066	1,137

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,127	123	1,622	6,725
Anglo-American	1,208	177	1,565	10,290
Blayney-Murphy	406	128	1,756	—
Miscellaneous	446	236	1,060	1,267
Total.	3,187	664	5,993	18,282

THE NATIONAL PROVISIONER

CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Apr. 16	17,980	2,560	31,090	20,734
Tues., Apr. 17	7,666	5,834	22,565	10,040
Wed., Apr. 18	10,662	4,635	21,759	9,314
Thur., Apr. 19	7,705	6,968	25,947	7,323
Fri., Apr. 20	1,668	1,429	20,899	7,274
Sat., Apr. 21	400	100	5,000	4,000
Totals this wk.	40,081	21,535	127,280	58,685
Prev. week	40,567	18,143	108,536	49,925
Year ago	56,110	17,552	138,817	48,198
Two years ago	63,551	14,207	117,437	59,157
Years receipts to April 21, with comparative totals:				*
				1928. 1927.
				712,204 870,651
				264,175 232,493
				3,420,765 2,475,467
				1,071,512 1,171,653

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	119	58	175	—
S. W. Galt	—	28	—	353
J. Hilberg	147	6	—	5
Gus. Juengling	188	144	—	45
E. K. Kuhn S. Co.	1,022	551	5,276	333
Kroger Groc. & Co.	264	242	4,073	—
Lohoy Pkg. Co.	5	—	375	—
H. H. Meyer P. Co.	21	—	3,254	—
A. Sander Pkg. Co.	11	—	2,008	—
J. Schlaeter & Son	201	283	—	72
J. & F. Schroth Co.	16	—	3,650	—
Vogel & Son	2	4	523	—
Total.	2,132	1,306	19,343	828

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,109	7,900	7,763	100
U. D. B. Co., N. Y.	69	—	—	102
The Layton Co.	—	—	371	—
R. Gunz & Co.	130	—	157	—
Armour & Co., Chi.	499	4,112	—	—
N.Y.B.D.M.C.O., N.Y.	17	—	—	—
Cudahy Bros. Co.	47	—	—	—
Butchers	246	288	256	65
Traders	229	119	4	33
Total.	2,415	12,518	8,551	198

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week end, April 21.	32,800	67,100	42,300
Previous week	39,154	75,047	35,164
1927	39,922	113,240	37,632
1926	43,900	75,613	39,061
1925	35,704	99,470	58,247
1924	35,452	128,405	36,035
*Saturday, Apr. 21, estimated.			

HOG RECEIPTS, WEIGHTS, PRICES.

	Average No. Wgt.	Received, lbs.	Top. Avg.
*Week ending Apr. 21, 1927.	127,300	231	\$10.45 \$8.65
Previous week	109,336	231	9.40 8.80
1927	138,817	243	11.50 10.65
1926	117,437	240	14.25 12.35
Denver	10,008	2,001	136,080 234
St. Paul	3,187	10,331	8,181
Total.	143,300	240	\$10.90 \$10.05

*Receipts and average weight for week ending Apr. 21, estimated.

HOG SLAUGHTERINGS.

	Chicago packers' hog slaughterings for the week ending Apr. 21, 1928:
Armour & Co.	3,900
Anglo American	100
Swift & Co.	4,600
Hammond Co.	2,600
Morris & Co.	6,200
Wilson & Co.	6,900
Boyd-Lunham	1,500
Western Packing Co.	9,700
Roberts & Oake	2,700
Miller & Hart	2,900
Independent Packing Co.	900
Brennan Packing Co.	6,200
Agar Packing Co.	3,200
Others	22,200

	Total	1928
Previous week	80,300	—
Year ago	122,200	—
Two years ago	79,800	—
1925	102,500	—
1924	138,300	—

(Chicago livestock prices on page 44.)

~~ United's Service ~~

Why?

" . . . In no case can insulating materials themselves be relied upon to prevent water accumulation. (Saturation of the insulation.)"

U. S. Bureau of Standards—L.C.227

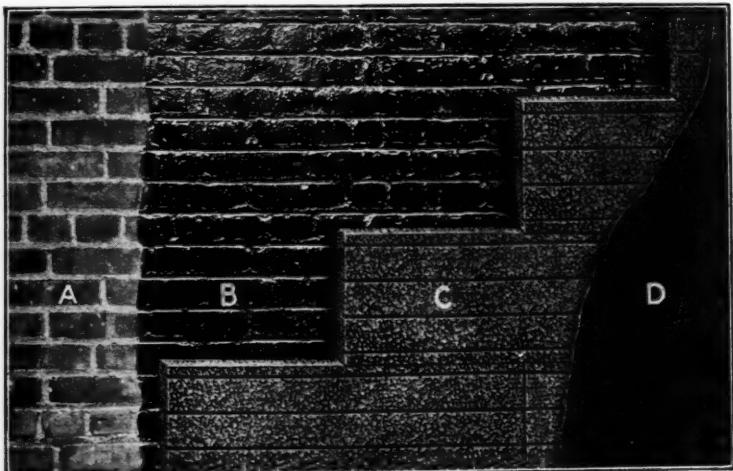
CORKBOARD is usually erected against walls of Brick, Tile, or Concrete. These are porous materials, and when exposed to driving rains, they frequently become saturated all the way through. Obviously this moisture comes in contact with the insulation.

Many people have the impression that corkboard cannot be affected by water, but this is an erroneous idea. The granules of cork, themselves, are water and airproof, but in the application of corkboard or any other insulation, it is impossible to make hermetically sealed joints and to eliminate all of the crevices in the insulation. The moisture and warm air filtering through the walls, enters these crevices and joints. In time it frosts, from contact with the cold materials or air. This constant contact of the water with the cork, and its frosting and melting will in

time affect the structure of the cork itself. Eventually gradual disintegration of the insulation follows. Therefore, these moisture attacks coming thru the walls from the *outside*, must be overcome and guarded against, if failure of the insulation is to be prevented.

Extensive research, carried on over a period of years, has developed that, if the structural surface is properly coated with a sufficiently heavy layer of asphalt of proper penetration, and permanent ductility, this condition will be corrected.

The process called "PAR-LOCK" — one of the greatest improvements of all times for erecting insulation — and a "UNITED'S SERVICE" development, accomplishes this desired result. It assures permanent and efficient service from your insulation because the corkboard is properly protected.



A. Brick Wall. B. Par-Lock. C. Crescent 100% Pure Corkboard. D. Crescent Sealite Mastic Finish.

Crescent 100% Pure Corkboard

(Made in U. S. A.)
and erected by UNITED'S SERVICE in PAR-LOCK, provides the utmost efficiency in insulation. There is nothing better! If you are interested in modern insulation methods, write to us for a copy of our insulation handbook. It will possibly be of great value to you.

UNITED CORK COMPANIES

Main Office and Factories — LYNDHURST, N. J.

Branch Offices in Principal Cities

SEE UNITED'S AD NEXT MONTH

Ice and Refrigeration

ICE NOTES.

C. Hoffberger & Co., Baltimore, Md., are receiving bids for a cold storage plant to cost in the neighborhood of \$900,000. The building will be 11 stories high and 140 by 114 feet in size.

Sale of the Pasadena Ice Co., Pasadena, Calif., one of the largest ice manufacturing and cold storage plants in Southern California, has been made to the California Consumers' Co. The sale price was said to have been in excess of \$715,000.

The Iola Ice, Cold Storage & Fuel Co., Iola, Kan., has been taken into a merger of ice and cold storage properties being formed by the American Service Co., a Maryland corporation.

Work has started on the construction on a new cold storage plant in Wenatchee, Wash.

The Prentice Packing & Cold Storage Co., Yakima, Wash., is adding a large cold storage unit to its plant.

Fire recently destroyed the cold storage plant owned by Howard Winget & Son at Ford City, Calif.

I. Nicholson, owner of the Moran Ice & Cold Storage Co., Moran, Tex., has purchased the Putnam Ice Co., Putnam, Tex.

Plans for the erection of a cold storage plant in Willow Springs, Mo., are being made by the Missouri Farmers' Association. The plant will cost about \$40,000.

X. A. Kramer has let the contract for the erection of a cold storage warehouse in Summit, Miss.

Additional refrigerating machinery has been installed in the plant of the Parkland Ice & Cold Storage Co., Louisville, Ky.

George O. Smither, Atlantic, Ia., will rebuild his ice and cold storage plant destroyed recently by fire.

The Atlantic Ice & Coal Co., Atlanta, Ga., is planning the construction of a cold storage plant in Buena Vista, Ga.

The new ice manufacturing and cold storage plant of the Chico Ice & Cold Storage Co., Chico, Calif., is nearing completion.

An ice and cold storage plant is being planned by the National Ice & Cold Storage Co., San Francisco, Calif., for Hollister, Calif.

The Uriel Ice & Gin Co., Penscola, Fla., is planning the construction of an ice plant and cold storage warehouse to cost about \$100,000.

The Superior Ice & Cold Storage Co., Owensmouth, Calif., has sold its ice plant to the Union Ice & Cold Storage Co., San Francisco, Calif.

The plant of the Blue Rapids Ice & Cold Storage Co., Blue Rapids, Kan., destroyed by fire recently, will be rebuilt.

T. B. Craft will build a cold storage plant in Belzoni, Miss.

An addition will be built to the plant of the Brooklyn Bridge Freezing Co., New York City, to cost \$350,000.

The Jamestown Cold Storage Co., Jamestown, N. Y., has been incorporated with a capital of \$150,000 by L. L. MacPheran and Herbert Olson.

A cold storage plant is to be erected in Cleveland, O., by the Northern Ohio

Food Terminal Co., at a cost of approximately \$2,000,000.

The Truckers Ice & Cold Storage Corporation, Norfolk, Va., is planning the construction of a new ice plant. The cost will be in the neighborhood of \$100,000.

COMPRESSOR BEARINGS.

It is good practice to examine compressor bearings occasionally and to give them a complete inspection periodically.

When the compressor is taken down or given a general overhauling the bearings should be taken apart and inspected for cracks and loose metal. All dirt and wire edges should be removed and when the bearings are reassembled proper clearance should be given by taking out shims or otherwise adjusting.

Crank pin bearings should be scraped so there is a clearance between the pin and bearing at the point where the two halves meet at shims. This clearance should be carried back towards the crown of bearing far enough to guarantee that the bearing will not pinch on the points during operation. When fitting bearings babbitt should be used where possible as against brass.

When inspecting for possible repairs, a check should be made for alignment, and thickness of metal be noted, to see whether there is enough to carry over another season. For all bearings except crank pin, any good grade of babbitt will be satisfactory. However, it should be a hard babbitt, to the point where it will crack.

Newly babbitted bearings should be well tinned before babbitt is poured and care taken that babbitt is not burned in heating. For crank pins a

special metal is desirable on account of shock. This metal should be a very tough babbitt that will stand shock without cracking, yet not too soft.

Cross head pins should be flattened on top and bottom, the flattened parts being one-sixth of the circumference of the pin for each flat; this avoids shoulders being worn on pin. For this bearing lead bronze is used with success, as well as babbitt.

PACKERS' MEAT CAMPAIGN.

(Continued from page 23.)

During the campaign, also, colored strips featuring W-B Diamond Brand Lambs were distributed weekly by salesmen of the Woodward-Bennett Co. for display in the shops, and occasionally an advertisement was reprinted for shop display purposes.

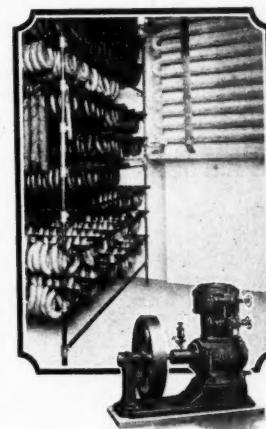
A Profitable Investment.

It will be noted that neither the Hauser nor the Woodward-Bennett Companies waited for a cooperative meat campaign. Nor did they seek funds from outside sources.

Each planned and financed its own campaign—regardless of benefits that might accrue to competitors who did not participate—and each has profited by establishing its own brand name for fresh meats, and by increasing largely its volume of fresh meat sales at profitable prices. There was no "profitless prosperity" in this merchandising.

Getting Dealer Cooperation.

Folders in two colors and reprints of newspaper ads were used by the Woodward-Bennett Packing Co. to keep dealers informed of the progress of its lamb



For Sausage Rooms—



Refrigeration

Provides a low, even temperature, with greatest economy and reliability. Used by prominent packers everywhere, for over 40 years. Machines of all sizes and types, to suit any requirements. Write for illustrated bulletins.

Frick Company

WAYNESBORD, PA., U.S.A.

ICE MACHINERY SUPERIOR SINCE 1887

Reliable TRADE MARK
Corkboard

"Preferred in Cork
UNQUALIFIED
FOR INSULATING
COLD STORAGE WAR
HOUSES - REFRIGERATORS
ICE PLANTS - DAIRIES - FUR VAULTS.
LUSE-STEVENSON CO.
MANUFACTURERS
307 NO. MICHIGAN AVENUE
CHICAGO, ILLINOIS.
U.S.A."

LUSE-STEVENSON CO.
307 No. Michigan Ave.
Chicago, Ill.

**SPECIFY
MATHIESON
AMMONIA**

THE complete manufacturing and shipping facilities of the Mathieson plant at Niagara Falls, New York, assure every purchaser of Mathieson Ammonia utmost value in product as well as utmost efficiency in service. Warehouse stocks at all distributing centers. Just specify EAGLE-THISTLE Ammonia.

The MATHIESON ALKALI WORKS Inc.
250 PARK AVE.
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI
Works: Niagara Falls, N.Y.—Salisbury, Va.
Warehouse Stocks at all Distributing Centers

Cold Storage Insulation

All Kinds of Refrigerator Construction
JOHN R. LIVEZEY
Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

WILEY & CO., INC.

ANALYTICAL CHEMISTS
Calvert & Read Sts., Baltimore, Md.
Specialties: Analyses of Packing House Products and all Fertilizer Materials

campaign, and to secure their cooperation.

One of these mailing folders, written to inform the dealers of the campaign, was particularly interesting. Folded it measured 6½ by 10½ in., and open 21 by 28 in.

"Now you're going to get it!" was printed in two colors on the first page. On the second fold, in two colors were these words: "Great Stuff!" with the following explanation:

"You have always wanted a smashing local advertising campaign on fresh meat to offset the deluge of false propaganda against your business. Here it is. Now appearing in the Los Angeles Times. Woodward-Bennett are doing it in the interests of the whole business. That includes you.

"Come on and get in on this. Doesn't cost you a cent. Support it. Talk about it to your customers. Display the advertisements and posters. Let's put this over to a rousing success. Read on—"

Poster for the Shop.

Across the third page of the folder—intended for posting in the shop—in large red type were these words: "The real facts are coming out." This was followed by "Read these advertisements reprinted from the Los Angeles Times."

Underneath this head were two of the advertisements planned for use in the campaign. One of these, designed to tie up the campaign with the dealers handling W-B Brand Lamb, carried the names of the Woodward-Bennett dealers. Preceding this list the announcement of the plan of grading and trademarking lamb was made to the public as follows:

"Now fresh meat graded for quality

and marked for your protection. W-B Diamond Brand Lamb. Here is good news and a direct answer to a food question that has been asked more times than any other: 'Why doesn't someone select fresh meat for quality and grade mark it for the customer?'

"It is peculiar, with housewives more particular about fresh meat than any other purchase, that in all these years someone hasn't identified quality for the public.

Quality Identified by Brand.

"Now Woodward-Bennett—California meat packers for 35 years—have swept aside all difficulties and announce a very superior, select grade of lamb. It is called W-B Diamond Brand.

"You can depend on this lamb being uniformly excellent, tender and of fine flavor. The pink texture of the meat is fine and firmly grained.

"Quality in this meat goes back to early selection and special feeding for market. Out of these selected lambs only one out of about nine is chosen in the final grading as good enough to carry the W-B Diamond Brand.

"The meat is carefully handled under rigid inspection. It is correctly 'seasoned' or aged in cold storage. As a final protection it is completely covered with a sanitary fabric, so that it reaches the market in perfect condition.

List of Retailers Given.

"The markets listed here carry this superior grade of lamb. Other markets can obtain it. Be sure to ask for it by name."

The other ad was typical of many of those directed to the public. It was headed "Let your palate be your guide—Your own good sense will tell you." Underneath this was a cut of a roast of lamb and copy emphasizing the deliciousness of lamb, its healthfulness and the superior qualities of W-B Diamond Brand lamb.

The poster was so designed as to make an attractive display for store use after it had served the purpose of giving information to the dealer.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending April 21, 1928, were 5,203 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

A. I. R. ANNUAL CONVENTION.

The annual meeting of the American Institute of Refrigeration will be held at the Washington Hotel, Washington, D. C., May 10 and 11, 1928.

A. S. R. E. MID-YEAR MEETING.

The midyearly meeting of the American Society of Refrigeration Engineers will be held at Detroit, Mich., June 4 to 7, 1928.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending April 19, 1928, with comparisons:

BUTCHER STEERS.		1,000-1,200 lbs.		Same
	Week ended	Prev. week.	week.	
Toronto	\$10.75	\$10.75	\$10.75	
Montreal	11.00	10.50	8.75	
Winnipeg	10.50	10.00	8.75	
Calgary	9.75	9.50	9.00	
Edmonton	9.75	9.50	9.00	
Pr. Albert	9.25	....	7.00	
Moose Jaw	10.00	9.50	8.50	

VEAL CALVES.				Same
	Week ended	Prev. week.	week.	
Toronto	\$15.00	\$16.00	\$15.00	
Montreal	9.50	9.50	8.00	
Winnipeg	15.00	15.00	12.00	
Calgary	13.00	13.00	10.50	
Edmonton	14.00	14.00	12.00	
Pr. Albert	8.00	9.00	7.00	
Moose Jaw	14.00	14.00	10.00	

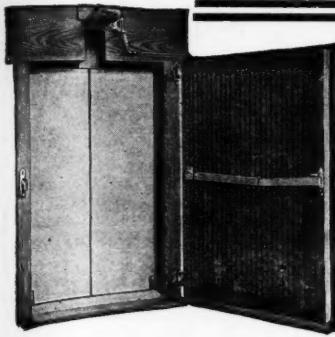
SELECT BACON HOGS.				Same
	Week ended	Prev. week.	week.	
Toronto	\$10.15	\$10.15	\$11.50	
Montreal	10.50	10.10	11.5	
Winnipeg	9.85	9.75	11.25	
Calgary	9.25	9.25	11.25	
Edmonton	9.35	9.25	11.25	
Pr. Albert	9.85	9.75	10.50	
Moose Jaw	9.75	9.65	11.25	

GOOD LAMBS.				Same
	Week ended	Prev. week.	week.	
Toronto	\$15.50	\$15.50	\$14.00	
Montreal	9.00	9.00	10.00	
Winnipeg	14.00	14.00	12.00	
Calgary	12.50	12.50	12.00	
Edmonton	13.00	13.00	12.00	
Pr. Albert	....	....	....
Moose Jaw	12.50	....	....

April 28, 1928.

THE NATIONAL PROVISIONER

49



When it's open it's closed like this

The double-swing, metal-covered, flapper doors keep the opening always closed. They have no frail spring-hinge humbug to keep in repair—no stubborn resistance to kill speed. Cam-operated, they close by the unfailing force of gravity. Doors lift a little as they open, making possible a level floor for those moving liquids in wheeled tanks.

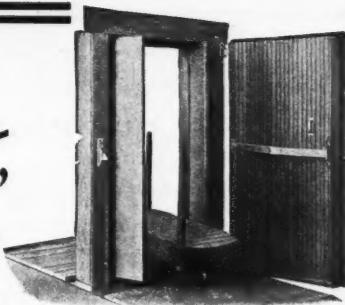
With track part—as above, or without.

Ideal on freezers, rids itself of ice. Its metal-covered flapper doors make it an unequalled fire stop.

Stevenson's "Door That Can- not Stand Open"

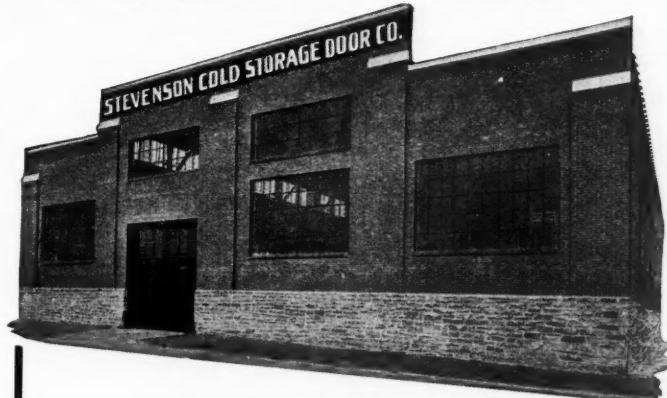
is the **SPEEDIEST** of all doors—because the cam-actuated flaps close before the workman can turn to look.

The unique **SERVICE** it renders and the **ECONOMY** it effects—of labor and refrigeration—have made this door the choice of leading plants for all their busiest doorways.



Going Out

Just butt the round-nose truck into the metal-covered double-swing doors and keep on going. These double-swing flapper doors operate the unlatching bar on the main door, releasing door and throwing it open. The instant truck and man clear the doorway, gravity closes the double-swing doors.



(Fully protected by patents—all infringements will be prosecuted)

Our New Stock House

makes it possible to supply immediately all standard sizes and types of regular Stevenson Doors listed in our STOCK LIST—FREE on request.

Our Bulletin No. 48 on this door and our SERVICE SHEETS, saving 400 to 500 cubic feet of money-earning storage, **FREE**

For every type of plant in which refrigeration is used, for every varied need from sharp freezers to standard cold storage, there is an efficient STEVENSON DOOR; created as a result of our long experience in the field. Our 1928 pocket catalogue

FREE illustrates and describes these doors. Ask for that catalogue.

Or check on the coupon below your particular need and let us suggest the most effective solution of your problem.

Stevenson Cold Storage Door Company Manufacturers of Cold Storage Doors Since 1888

Chester, Pa.

—Mail Coupon Today—

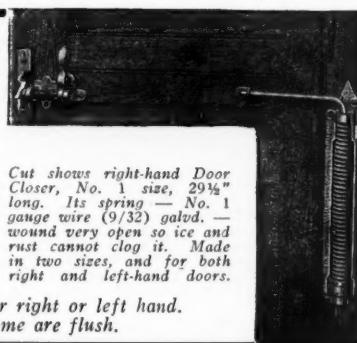
Stevenson Cold Storage Door Co.
Chester, Pa.

Please send further information on your

- Door That Cannot Stand Open (Send Bulletin No. 48)
- Standard Cold Storage Doors
- Special Freezer Door for Icy Doorways
- Little Platform Ice Door and Ice Chutes
- Send FREE your SERVICE SHEETS & CATALOG (Check in squares at left, items desired)

Name.....

Address.....
N.P. 4-28



Next best to the Stevenson "Door that Cannot Stand Open," is our regular door with

Stevenson's 1922 "Man-Size" Door Closer

Stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways. Size No. 1 (29½") \$9.50, No. 2 (23½") \$8.50. Prices f. o. b. Chester.

Cut shows right-hand Door Closer, No. 1 size, 29½" long. Its spring, No. 1 gauge wire (9/32) galvd., wound very open so ice and rust cannot clog it. Made in two sizes, and for both right and left-hand doors.

State size of doors. Whether right or left hand.
Whether door and frame are flush.

Same week.
1927.
\$ 6.75
6.75
8.75
9.00
9.00
7.00
7.00
8.50

\$12.50
8.00
12.00
10.50
12.00
7.00
10.00

\$11.50
11.75
11.25
11.75
11.25
10.75
11.25

\$14.00
10.00
12.00
12.00
12.00
12.00

11.75
11.25
11.75
11.25
10.75
11.25

F. C. ROGERS BROKER Provisions

Philadelphia Office
Ninth & Noble Streets

New York Office
New York Produce Exchange

*The Davidson
Commission
Co.*

Packing House Products

Oldest Brokers in Our Line

Tallow, Grease, Provisions, Oils
Tallow, Bones, Cracklings, Hog Hair
Carcass Beef—P. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones Postal Telegraph Bldg.
All Working CHICAGO

JOHN H. BURNS CO., Broker

Export Packing House Products Domestic

407 Produce Exchange, New York City
Member New York Produce Exchange

Cable Address: "Johnburns"
Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)
Rep., Wynantskill Mfg. Co., Stockinettes, Troy, N. Y.

H. L. WOODRUFF, INC.

Live Wire Brokerage Firm

448 W. 14th St. New York City

Telephones: Chelsea 7996-7997

C. W. RILEY, Jr.

BROKER

2109 Union Central Bldg., Cincinnati, Ohio
Provisions, Oils, Greases and Tallow
Offerings Solicited

E.G. JAMES COMPANY

PROVISION BROKERS

BEEF
PROVISIONS
PACKING HOUSE PRODUCTS
TALLOW, GREASES, OILS



ALL CODES

140 WEST VAN BUREN ST.
CHICAGO, ILL.

J.C.Wood - Robt. Burrows
Give Each Order Their
Personal Attention

30
YEARS
Serving
Packer

Cash Provisions - Beef - Etc
Future Provisions - Grain and Cotton
Members Chicago Board of Trade
Daily Price List Sent on Request

J. C. Wood & Co.
Board of Trade Bldg. BROKERS CHICAGO

H. C. GARDNER

F. A. LINDBERG

GARDNER & LINDBERG
ENGINEERS

Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
Plants, Power Installations, Investigations

1134 Marquette Bldg.

CHICAGO

Chas. F. Kamrath

H. C. Christensen

KAMRATH & CHRISTENSEN
Packinghouse Architects and Engineers
Specializing in
Packing Plants, Cold Storage, Car Icing

222 W. Adams St.

Chicago, Ill.

H. P. Henschien

R. J. McLaren

HENSCHIEN & McLAREN
Architects

1637 Prairie Ave.

Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

L. V. ESTES INCORPORATED

Industrial Engineers

Specializing in WASTE ELIMINATION and LABOR COST
REDUCTION without Red Tape

4753 Broadway

Chicago

We specialize in taking care
of the requirements of buyers
located all over the United
States and Canada. Offerings
telegraphed promptly on re-
ceipt of inquiries.

On request, our complete
provision, fresh meat, pack-
inghouse products, tallow and
grease daily market quota-
tion sheets will be mailed to
any member of the trade free
of charge; also our periodi-
cal market reports.

April 28, 1928.

THE NATIONAL PROVISIONER

51

Chicago Section

Sam Stretch, the spice man, was in Chicago this week calling on his many friends in the trade.

Jay E. Decker, president of Jacob E. Decker and Sons Co., Mason City, Ia., was a Chicago visitor this week.

George L. Franklin, president and general manager, Dunlevy-Franklin Co., Pittsburgh, Pa., visited in the city this week.

Frank A. Hunter, president of the East Side Packing Co., East St. Louis, Ill., transacted business in Chicago the latter part of the week.

C. L. Harlan, livestock statistician of the U. S. Bureau of Agricultural Economics, Washington, D. C., spent several days in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 26,227 cattle, 15,972 calves, 51,654 hogs and 35,460 sheep.

Kamrath & Christensen, packinghouse architects and engineers, have moved their offices from 111 West Jackson Blvd. to 222 West Adams St., Chicago, where larger quarters will enable them to handle their growing business.

Provision shipments from Chicago, for the week ending Apr. 14, 1928, with comparisons, are reported as follows:

	Cor. week.	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	13,851,000	15,550,000	11,590,000	
Fresh meats, lbs.	35,235,000	42,437,000	39,110,000	
Lard, lbs.	7,938,000	6,544,000	8,093,000	

James G. Cownie, head of the provision department of the Jacob Dold Packing Co., Buffalo, N. Y., was a business visitor in the city the latter part of the week. Mr. Cownie is getting ready to sail for Europe, where he will spend the summer.

Fritz Hoechner, of the casings importing house of Gallusser & Hoechner, Romanshorn, Switzerland, is spending some time in the United States studying this end of the casings business. Mr. Hoechner is a faithful reader of THE NATIONAL PROVISIONER.

F. S. White, well-known packing house machinery salesman, formerly in charge of the Chicago office of the Brecht Company of St. Louis, has recently joined the Jim Vaughan Company as district sales manager. Fred seems to enjoy it very much.

Sol May of the Patent Casing Co., Chicago, sailed for Germany this week to be present at the celebration of his parents' fifty-seventh wedding anniversary. He expects to be in Europe for four or five months, during which time he will also visit in Italy, France and other countries.

A Chicago Board of Trade membership sold this week at the record price of \$12,000. Earlier in the week a membership was sold at \$11,500, which up to that time was the highest price ever

paid, the previous top being \$11,100, paid in 1919. Active trading and higher prices for grains are said to be the basis for the advance.

F. E. Rynert, in charge of the dry salt meat department of the Cudahy Packing Co., Chicago, was severely injured in an automobile accident the latter part of last week. He was taken to the Oak Park hospital, Oak Park, Ill., where he is confined at the present time. The latest reports are that he is progressing nicely, but that it will be some time before he will again be at the office.

Fred H. White, formerly provision inspector for the Chicago Board of Trade, celebrated his 75th birthday on April 19 at his home at Pacific Grove, Calif., and reports having received a bale of congratulatory telegrams from such old friends as the executives of the Brennan Packing Co., Hately Bros., Cross, Roy, Eberhart & Harris, W. L. Gregson and many more. He says it made him ten years younger.

MIX CANADIAN MEAT PACKERS.

In the last issue of THE NATIONAL PROVISIONER, in the article by S. E. Todd reviewing the history and growth of the meat packing industry in Canada, through a mechanical error the name of George Matthews, founder of Matthews-Blackwell, Ltd., was made to appear beneath the portrait of William Davies, founder of the Wm. Davies Co., and vice versa. Those familiar with the early days of the industry recognized the transposition and could put the name and face together as they should have been.



R. T. KEEFE.

Arkansas City packer who celebrates the silver anniversary of his company this month. (see page 31.)

CUTTEN BUYS ARMOUR STOCK.

Confirmation of rumors that Arthur W. Cutten, well-known in Chicago and New York financial circles, had negotiated for the purchase of a large block of Armour and Company class "B" stock, was given by Mr. Cutten this week. He stated that he was willing to buy "as much as they will sell" from the approximately 1,000,000 shares of class "B" stock which will be turned over to the company by the estate of J. Ogden Armour, if the negotiations now under way for the settlement of the estate are consummated.

Mr. Cutten also expressed a willingness to purchase class "A" common, of which it is said about 300,000 shares will be turned over to the company by the Armour estate.

It is expected that the settlement of the Armour obligation to Armour and Company when finally arranged will enhance the working capital of the company by a substantial sum of money, but at the moment it is not possible to state just how much is involved. Negotiations have been under way for some weeks past, and are rapidly nearing a conclusion.

ALEXANDER IRWIN DIES.

Alexander C. Irwin, president of Irwin Brothers, meat packers, Chicago, Ill., died April 25 at his home after a long illness. Mr. Irwin was 70 years old and a native of Ireland. He came to Chicago more than 50 years ago.

In addition to his meat packing business, Mr. Irwin was interested in the hotel business in the city. He was a director of the Congress Hotel and had resigned recently as vice president of the Great Northern Hotel. Funeral services were held on April 27.

SAVING WASTE IN THE PLANT.

The plant operations section of the Commission on Waste Elimination, Institute of American Meat Packers, met on April 24 at Chicago to put forward the work of this committee in developing a survey of the possibilities of waste elimination in plant operations throughout the entire industry. Members of the committee include H. P. Henschien, architect and engineer; Dr. R. F. Eagle of Wilson & Company and H. J. Koenig of Armour and Company.

SAVING MONEY FOR PACKERS.

H. L. Osman, director of the Department of Purchasing Practice of the Institute of American Meat Packers, during the last ten days has been calling on member companies in St. Louis, Cincinnati, Cleveland, Pittsburgh and Detroit. In several of the cities meetings were held of representatives of member companies to discuss money-saving price arrangements secured by the Institute's equipment and supply company.

April 28, 1928.

THE NATIONAL PROVISIONER

53

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week.
Apr. 25, 1928.		1927.
Prime native steers.....	21 @ 22	18 @ 20
Good native steers.....	19 @ 21	16 @ 18
Medium steers.....	18 @ 20	14 @ 16
Heifers, good.....	18 @ 22	13 @ 18
Cows.....	15 @ 18	10 1/2 @ 15
Hind quarters, choice.....	26 @ 27	25 @ 25
Pure quarters, choice.....	17 @ 18	16 @ 16

Beef Cuts.

Steer Loins, No. 1.....	@ 42	@ 42
Steer Loins, No. 2.....	38	38
Steer Short Loins, No. 1.....	55	54
Steer Short Loins, No. 2.....	43	47
Steer Loin Ends (hips).....	30	30
Steer Loin Ends, No. 2.....	29	29
Cow Loins.....	23	24
Cow Short Loins.....	36	30
Cow Short Ends (hips).....	20	18
Steer Ribs, No. 1.....	27	27
Steer Ribs, No. 2.....	27	25
Steer Ribs, No. 3.....	21	18
Cow Ribs, No. 2.....	21	18
Cow Ribs, No. 3.....	16	14
Steer Rounds, No. 1.....	20 1/2 @ 21	18 @ 18
Steer Rounds, No. 2.....	20 @ 20	18 @ 18
Steer Chucks, No. 1.....	17	15 1/2 @ 14 1/2
Steer Chucks, No. 2.....	16 1/2 @ 14 1/2	16 @ 12 1/2
Cow Rounds.....	19	12 1/2
Cow Chucks.....	15 1/2 @ 12 1/2	10 @ 10
Steer Plates.....	15	11 1/2 @ 12
Medium Plates.....	13	10 @ 10
Erikskets, No. 1.....	22	16
Erikskets, No. 2.....	22	12
Steer Navel Ends.....	12 1/2 @ 12	9 @ 9
Cow Navel Ends.....	11	8 1/2 @ 8 1/2
Fork Shanks.....	11 1/2 @ 9	9 @ 9
Hind Shanks.....	9	5 @ 5
Ribs.....	21	18
Strip Loins, No. 1, bns.	60	48
Strip Loins, No. 2.....	55	40
Sirloin Butts, No. 1.....	35	34
Sirloin Butts, No. 2.....	32	23
Beef Tenderloins, No. 1.....	75	70
Beef Tenderloins, No. 2.....	70	65
Rump Butts.....	20	18
Flank Steaks.....	22	18
Shoulder Clods.....	17	15 @ 15
Hanging Tenderloins.....	17	10 @ 10

Beef Products.

Brain (per lb.).....	@ 10	11 @ 12
Hearts.....	8	8
Tongues.....	30	29
Sweetbreads.....	40	40
Ox-Tail, per lb.....	15	12
Fresh Tripe, plain.....	6	6
Fresh Tripe, H. C.	7 1/2 @ 8	7 1/2 @ 8
Livers.....	21 @ 23	10 @ 10
Kidneys, per lb.....	12	10 @ 10

Veal.

Choice Carcass.....	20 @ 22	19 @ 20
Good Carcass.....	15 @ 20	13 @ 18
Good Saddles.....	22 @ 30	18 @ 30
Good Backs.....	12 @ 16	10 @ 16
Medium Backs.....	11 @ 12 1/2	10 @ 12

Veal Products.

Brains, each.....	@ 12	13 @ 14
Sweetbreads.....	80	65
Calf Livers.....	58 @ 60	45

Lamb.

Choice Lambs.....	23 @ 23	30 @ 34
Medium Lambs.....	32 @ 32	31 @ 31
Choice Saddles.....	37	35
Medium Saddles.....	35 @ 35	33
Choice Fore.....	26	25
Medium Fore.....	25	24
Lamb Fries, per lb.....	33	32
Lamb Tongues, each.....	15	13
Lamb Kidneys, per lb.....	30	25

Mutton.

Heavy Sheep.....	17	17
Light Sheep.....	20	20
Heavy Saddles.....	20	22
Light Saddles.....	23	22
Heavy Fore.....	14	14
Light Fore.....	17	18
Mutton Legs.....	25	25
Mutton Lungs.....	21	20
Mutton Stew.....	14	10
Sheep Tongues, each.....	15	13
Sheep Heads, each.....	10	10

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av. 25	26	24
Calas.....	11 @ 12	17
Skinned Shoulders.....	13 @ 14	16 @ 15
Tenderloins.....	50 @ 55	55 @ 58
Spare Ribs.....	13	13
Leaf Lard.....	12	13
Back Fat.....	11	13
Boston Butts.....	19	20
Tails.....	10	15
Back Bones.....	6	4 @ 5
Skip Bones.....	10 @ 12	9 @ 9
Blow Bones.....	12	15 @ 15
Pig's Feet.....	4 1/2 @ 5	6 @ 6
Kidneys, per lb.....	7	8 @ 9
Livers.....	7	5 1/2 @ 6
Brains.....	14	15 @ 15
Ears.....	5 @ 5	9 @ 9
Snouts.....	7	8 @ 9
Heads.....	8 @ 8	10 @ 10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@ 26
Country style sausage, fresh in link.....	19
Country style sausage, fresh in bulk.....	17
Country style sausage, smoked.....	22
Mixed sausage, fresh.....	16
Frankfurts in sheep casings.....	22
Frankfurts in hog casings.....	21
Bologna in beef bungs, choice.....	18 1/2
Bologna in cloth, paraffined, choice.....	15
Bologna in beef middles, choice.....	17
Liver sausage in hog bungs.....	24
Liver sausage in beef rounds.....	15
Head Cheese.....	23
New England luncheon specialty.....	18
Minced luncheon specialty.....	22
Tongue sausage.....	17
Blood sausage.....	15
Polish sausage.....	15
Souse.....	15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	15
Thuringer Cervelat.....	25
Farmer.....	25
Holsteiner.....	25
B. C. Salami, choice, in hog bungs.....	18
Milano Salami, choice, in hog bungs.....	18
B. C. Salami, new condition.....	24
Frisses, choice, in hog middles.....	24
Genoa style Salami.....	34
Pepperoni.....	34
Mortadella, new condition.....	25
Capicoli.....	49
Italian style hams.....	38
Virginia hams.....	33

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	\$ 6.50
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings.....	8.00
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings.....	7.50
Small tins, 2 to crate.....	8.50
Smoked link sausage in pork casings.....	7.00
Small tins, 1 to crate.....	8.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	13 @ 13 1/2
Special lean pork trimmings.....	15 1/2 @ 15 1/2
Extra lean pork trimmings.....	17 1/2 @ 17 1/2
Neck bone trimmings.....	10 @ 10
Pork cheek meat.....	13 @ 13 1/2
Pork hearts.....	8 1/2 @ 8 1/2
Native boneless bull meat (heavy).....	10 @ 10
Diced bone chucks.....	15 @ 15 1/2
Shank meat.....	13 1/2 @ 13 1/2
Beef trimmings.....	13 1/2 @ 13 1/2
Beef hearts.....	7 @ 7
Beef cheeks (trimmed).....	10 @ 10
Dressed canners, 300 lbs. and up.....	11 1/2 @ 11 1/2
Dressed canners, 350 lbs. and up.....	12 @ 12
Dr. bologna bulls, 500@700 lbs.....	13 @ 13
Beef tripe.....	3 1/2 @ 3 1/2
Cured pork tongues (can. trim.).....	14 @ 14 1/2

(These are priced to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO)	
Beef Casings:	
Domestic round, 180 pack.....	35
Domestic round, 140 pack.....	42
Wide export rounds.....	52
Medium export rounds.....	47
Narrow export rounds.....	57
No. 1 weasands.....	14 @ 15
No. 2 weasands.....	7 @ 7
No. 1 domestic bungs.....	25 @ 28
No. 2 bungs.....	15 @ 18
Regular middles.....	1.20
Selected wide middles.....	2.50
Dried bladders:	
12/15.....	2.50
10/12.....	2.00
8/10.....	1.50
6/8.....	1.15 @ 1.25
Hog Casings:	
Narrow, per 100 yds.....	3.25
Narrow, med., per 100 yds.....	2.50 @ 2.65
Mediums, per 100 yds.....	1.50 @ 1.75
Wides, per 100 yds.....	1.30
Export bungs.....	.35
Large prime bungs.....	.25 @ .28
Medium prime bungs.....	.16 @ .20
Small prime bungs.....	.90 @ .10
Middles.....	.08 @ .18
Stomachs.....	.06 @ .08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$ 14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Meat pork, regular.....	28.00
Family back pork, 20 to 34 pieces.....	27.00
Family back pork, 35 to 45 pieces.....	30.00
Clear back pork, 40 to 50 pieces.....	25.50
Clear plate pork, 25 to 35 pieces.....	20.50
Brisket pork.....	21.00
Bear pork.....	20.00
Plate beef.....	29.00
Extra plate beef, 200 lb. bbls.....	30.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$ 1.57 1/4
Oak pork barrels, galv. iron hoops.....	1.80
Ash pork barrels, galv. iron hoops.....	1.75
White oak ham tierces.....	2.22 1/2 @ 2.25
Red oak lard tierces.....	2.42 1/2 @ 2.45

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons rolls or prints, f.o.b. Chicago.....	\$ 2.23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	2.00
Nut, 1 lb. carton.....	1.12
No. 2 lard oil.....	1.12
Acidized tallow oil.....	1.04
Pure neatsoot oil.....	1.12
No. 1 neatsoot oil.....	1.12
20 deg. CT neatsoot oil.....	1.12

ANIMAL OILS.

Prime lard oil.....	\$ 15 1/4
Extra winter strained.....	12 1/2
Extra lard oil.....	12 1/2
No. 1 lard oil.....	11 1/2
No. 2 lard oil.....	11
Acidized tallow oil.....	10 1/2
Pure neatsoot oil.....	10 1/2
No.	

Retail Section

How One Dealer Uses the Telephone to Collect Slow Accounts

Collecting overdue accounts is one of the disagreeable but very important details of a retail meat business. It consumes much time and some labor and requires diplomacy of a high order if results are to be obtained and good will retained.

Every retailer has his pet method of handling this detail of his business. Some of them are better than others, but probably none of them are so successful that their users would not be pleased to see them improved or to find a better method.

Here is a plan for collecting overdue accounts used with good results by a successful retail meat dealer subscriber of THE NATIONAL PROVISIONER.

He was asked about his system recently, and his comments on his collections methods are set down here for the information of others who are having trouble getting in their money and looking for a better plan for keeping their books clean.

System in Collections

By Fred E. Kunkel.

"Do you have any trouble collecting your overdue accounts?" a successful retail meat dealer was asked recently.

"No, not much!" he replied. "You see, I've a regular system of persistent follow-up. When an account boils over, and the debtor seems to pay no attention to my monthly statements, along about the third statement sent out I get busy on the telephone and find out what the trouble is. They usually give some excuse or other, but generally wind up by promising to send in a check, or to drop in with the cash."

"If neither event happens as promised, and on scheduled time, I get busy and burn up the wires again. I never let an account grow old. Of course, it is all done in a friendly vein, but persistence wins out every time. I seldom come to blows with any of my debtors about their bills."

"But, is it better and more economical than the ordinary collection letter?"

Personal Contact Valuable.

"In comparison with the personal letter, the telephone call has many peculiar advantages, the greatest of which

is personal contact with the debtor. While you can't see them face to face, you can talk as if they were right in front of you—sometimes to even better advantage than if you actually had them before you. And then again, no one can outguess the purport of a telephone call and you can always get your man," he replied.

"And I never figure the cost," he said. "I am interested in getting the desired results in the minimum time—bringing in cash on the overdue accounts and getting them settled as quickly as possible. Cost is immaterial, unless it be final cost, which is legal cost, and that is frequently too expensive."

It is logical that using the telephone is a most effective way of bringing home the bacon, for next to meeting the debtor face to face and asking him point blank for payment, or gently reminding them of the delinquency, it gets a better individual contact and forms an actual talking basis, which gives you something tangible to work on for the future.

One can send out letters and statements and dunning epistles, and the

debtor can ignore them, but when one gets face to face with him on the telephone, he can exact some definite promise. And when an honest debtor makes a promise he generally aims to keep it. If he is dishonest, his failure shows him up.

Phone Saves Time.

The several advantages of telephone collections might, therefore, be summed up as follows:

It saves time, because it brings in quicker returns.

It saves money, because it extracts overdue coin more readily from delinquent accounts.

It is more definite and certain, because it exacts promises to pay which are frequently kept.

It is more effective generally, because the sum total of net results is much better.

It permits of personal contact with the debtor, which has a psychological influence on his subsequent behavior in bill paying.

"It all comes down to a matter-of-fact and business-like-way of handling the telephone at the proper time and in the proper manner," this meat dealer contends. "Telephoning a debtor requires superb tact, however, so as not to develop sores and boils which won't heal. A blunt approach is seldom effective. The treatment must be silk-gloved. In fact, the treatment must be as diversified as human nature itself. Every account may require the employment of different tactics."

"The trouble with most men is that they have vinegar in their veins, when an account boils over. They can't distinguish between those who are slow in paying and those who try to get out of paying. The result is they apply the same remedy as a cure-all. My method sifts out the two, since the debtor who finally fails to answer the telephone is the one who intends to beat me out of my money, or to put me off as long as possible, or ultimately to the expense of a law suit."

Don't Let Accounts Get Old.

"So long as the debtor keeps on answering the telephone and makes promises, plus partial payments, if not in toto, I know that person is honest and all right."

When they get evasive or won't answer the telephone, I immediately write a letter and mail it special delivery, outlining the facts and stating that if a check does not come within the next few days, mentioning the actual date, I will turn the account over to my lawyer for immediate suit. And I always keep my word."

To Get Better Collection Results

Have you tried the telephone, Mr. Retailer, to collect your overdue accounts?

If you have not this method is worth a trial.

It stands to reason that if you could call on all of your delinquent customers personally and talk out the matter with them many of your collection problems would be solved. The personal contact would bring results that even the best of collection letters fail to get.

While the telephone does not bring you face to face with your customer it puts you in actual contact with him, which is the next best thing. By using the telephone you can reason with the customer and adopt tactics to fit each individual case.

One retailer is using the telephone to collect accounts with good results. He finds that it not only brings better results but that by talking with the customer he can form a better opinion of the case and retain many accounts on his books that might otherwise be lost.

April 28, 1928.

THE NATIONAL PROVISIONER

55

"Another thing," he said, "I never let an account grow whiskers. This is a secret in prompt collections."

"At the end of every month I send out my bills. If nothing is paid, the second month another statement goes out with a typewritten notice across the face of the bill: 'Can't you please pay something on this—if not all of it right away?' or such words as 'I would greatly appreciate your giving this statement early attention, with a partial payment at least,' or some other friendly approach.

I never use a blunt, 'Please Remit,' or 'Kindly Send Check,' because I found that some people don't like that. It sounds too much like a command to them, and they frequently balk. People like to be coaxed, reasoned with, not bullied into paying. So I always try to make it friendly, yet insistent. And if this gets no response, and the third monthly statement comes into my hands, I don't mail it out. Instead I pick up the telephone and talk it out.

"All you have to do with slow paying accounts is to keep continually and eternally after them in a friendly vein, until they are paid up in full. I have learned that these kind of debtors always pay their most insistent creditors first. So I am persistent, consistent and insistent. But my conversation is always tempered with mild-scented tact, and I find that this method invariably gets the desired results.

Is Careful Not to Lose Account.

"I always figure that those who have sufficient honesty will pay their bills eventually, if not sooner. All of these slow paying accounts have potential sales possibilities for the future, and I intend to be in business a long, long while. I figure there is no use scratching them from the ledgers simply because they are a little slow in paying or don't pay as promptly as I would like to have them.

"There may be some reasonable excuse, so I find out first if there is. It costs something to get good accounts on the books, so I keep them there until I am satisfied they are no longer entitled to credit.

"I frequently find that if you can get the debtor to explain the delinquency that you've got a strangle hold, not only on future business but also on that debtor's pocketbook. You can maintain his personal friendship thereafter by diplomatic forbearance.

"You get the money eventually anyhow and by keeping constantly after those overdue accounts and knowing each debtor personally in this way, and then handling them so adroitly that they cannot take offense, they will not only pay up but become good pay customers afterwards, when their financial stringency is relieved."

The sum and substance of the telephone system might, therefore, be said to consist of the element of frequent and periodical personal contact, which

the telephone call alone makes possible. Conversation can also be made much more forceful than in a letter, if need be, and one can insist on a definite promise as to when payment will be made, if it becomes necessary, whereas a letter reply so often merely states that payment will be made soon or on such and such a date, after which the delinquent promptly forgets his bill and his promise, which he won't do if he knows he is likely to be called up again about it.

It is also obvious that a letter cannot demand the same immediate, personal attention that a telephone conversation can command. Sometimes a debtor will disclose the real reason for the delinquency, or broach a confidence, which might not be done if they had to put it in writing or tell their secret in public.

Often in a conversation you can learn the real reason for the debtor's difficulty and so suggest a suitable means of settlement then and there. In this way you can often keep an account which is very profitable and dependable for business producing. Then also, a mutual understanding can be effected most easily and satisfactorily over the telephone, which might not otherwise be achieved.

**Tell This to
Your Customers**

Under this heading will appear information which should be of value to meat dealers in educating their customers and building up trade. Cut it out and use it.

BACON FRAZE.

Bacon for breakfast is always a treat and is a meat one seldom grows tired of regardless of the regularity with which it is served. Housewives, however, should know more ways of preparing it. Here is a bacon recipe that is different and that many of your customers will no doubt be glad to know about:

Beat two eggs to a stiff froth. Add one-half cup of milk and one tablespoon of flour well rubbed together. Put thin sliced, good quality bacon in a frying pan and when slightly brown add the above batter. Brown both sides and serve at once.

NEWS OF THE RETAILERS.

Carl St. George, Decatur, Ill., will open a grocery and meat market.

The Seventh Street Meat Market has opened at 607 Seventh St., Rockford, Ill. John G. Sundberg is manager.

Walter Mathers will open a grocery and meat market in Charles City, Ia., in the location formerly occupied by J. F. Beardmore.

W. E. Walters has opened a retail meat business in Rodman, Ia.

A. J. Carbonati, Laurium, Mich., has sold his meat market to Tony Rolando.

H. N. Rebney has sold his market at 1827 East Lake St., Minneapolis, Minn., to Henry A. Hendrickson.

Bushler Brothers, Watertown, Wis., have opened a retail meat market at 108 Main St.

Beck's Butcher Shop, Norcross, Minn., was destroyed by fire recently.

The Atlas Grocery and Meat Market has opened for business in Mason City, Ia.

Louis W. Noble has opened a retail meat business at 2902 First Ave., Cedar Rapids, Ia.

Guy Hook has purchased the Hates Meat Market at Auburn, Ind.

The Kiefer Grocery and Meat Market has opened for business at 135 S. Randolph St., Quincy, Ill.

J. E. Erbacher has opened a meat market in Conway, Ark.

Chas. Mahler and C. O. Vetuson have engaged in business as the Quality Market at Tekoa, Wash.

C. M. Graham has purchased the meat business of S. A. Casey in Seattle, Wash.

C. E. Johnson has sold his retail meat business in Spokane, Wash., to P. E. Hull.

J. E. Glasby has purchased the interest of Wm. Niemeyer in the City Meat Market, Cambridge, Ida.

L. A. Eiseumenger has opened a retail meat business on Green St., McHenry, Ill.

John Lilja has opened a retail meat business in Vinton, Ia.

Otto Hahman will open a meat market at 275 Royal Place, Milwaukee, Wis.

Paul Radley and Donald Weston have taken over the management of the Central Market, Tuolumne, Calif.

John Collett has purchased the City Meat Market, Guthrie, Okla.

L. T. Harrison has engaged in the meat business at 13th and Washington Sts., Junction City, Kan.

Carl Nelson has sold his interest in the Maple Tree Meat Market, McPherson, Kan., to Paul Smith.

George Long is opening a meat department in his grocery store at Galena, Kan.

R. Grablehas has purchased the City Meat Market at Westmoreland, Kan.

Harry Slominske has sold his meat market at 1120 Market St., Tacoma, Wash., to the Carstens Packing Co.

The S. & K. Meat Market has opened for business at 215 Michigan Ave., East, Jackson, Mich.

Joe Bensman's Grocery Co., Sheboygan, Wis., has added a meat department.

George Dye has opened a new meat market at 2890 Central Ave., Dubuque, Ia.

The H. A. Swanson Grocery Co., Janesville, Wis., has added a meat department.

MICHIGAN DEALERS ELECT.

Hans Johnson, Muskegon, was elected president of the Retail Grocers and Meat Dealers Association of Michigan at the thirteenth annual convention of the organization held at Lansing recently. Other officers elected were as follows:

First vice president, A. J. Faunce, Harbor Springs; second vice president, G. Van Der Honing, Grand Rapids. The board of trustees selected were, Grover Hall, Kalamazoo; F. Burk, St. Johns; W. Schults, Ann Arbor; O. L. Brainard, Elsie, and Ollie Peterson, Muskegon.

Grand Rapids was selected as the meeting place for the next conven-

April 28, 1928.

New York Section

AMONG RETAIL MEAT DEALERS.

At the annual meeting of the Butchers Mutual Casualty Company of New York, held in their offices, 250 West 57th street, the following members were elected to serve on the board of directors for three years: Frank Bitz, Chris Roesel, August Anselm, John Borchers, William Steiger, Louis Bender and Rudolf Schumacher.

The financial statement for the past year was rendered by the accountants to the board of directors, and showed the company to be in an exceptionally good financial condition, showing a net income for that period of 55 per cent. After rendering this statement to the state insurance department, permission was requested to pay a 25 per cent dividend and this was granted. This is an increase of 5 per cent over last year's dividend. An application was also made to the state insurance department to amend the charter to take in plate glass insurance.

Bronx Branch Celebrates.

Even the weather, which staged a combined rain, sleet and hail storm for last Sunday evening, could not dampen the ardor of the Bronxite. This refers to the members of the Bronx Branch, New York State Association of Retail Meat Dealers, who mark the date on their calendar when a social is announced, and then do not allow anything else to interfere with their attendance. This is due to the congenial and home-like atmosphere of all these affairs, and April 22nd was no exception to the rule, when more than two hundred braved the storm, and they were more than repaid by a wonderful time, which lasted until 2 a. m. Monday.

The costumes were beautiful and many of them would have graced the New Orleans carnival or like affairs. Some of these costumes were worn by the daughters of Mr. and Mrs. Charles Hembdt, Mrs. Julius Reinhardt, Arthur Sigwanz, the daughter of E. Ritzman, etc. During the evening Nick Garufola of the North Sixth Street (Brook-

lyn) Branch, Cudahy Packing Company, who is known in the Bronx as "our Nick," rendered several vocal selections.

As usual, the Westchester Market beef houses were well represented. Kalman Papp of the Westchester Branch, with Mrs. Papp; Charles Hembdt of the Washington Heights Branch, with Mrs. Hembdt and daughters, were among the visitors.

Mr. and Mrs. Gustave Lowenthal, well known throughout the trade, will celebrate the thirtieth anniversary of their wedding on April 28th. On Wednesday afternoon Mrs. Lowenthal was presented by the Ladies' Auxiliary with a beautiful gift as a memento of the occasion.

Mrs. George Kramer, the first president of the Ladies' Auxiliary, celebrated a birthday, which occurred on the 21st, by a family dinner at her home in Far Rockaway on Sunday.

Mr. and Mrs. George Anselm, both of whom are taking a lively interest in the activities of the National Retail Meat Dealers Association, celebrated the twentieth anniversary of their wedding on last Sunday by a large family dinner at Trommers, after which all the guests returned to the Anselm home for the rest of the evening. Among the guests was the mother of Mr. Anselm, now in her 82nd year, who journeyed from Staten Island to be with the happy couple on their anniversary.

The many friends of Al Haas of the Eastern District Branch, whose hearty laugh has livened up many meetings and conventions, will regret to learn that he has had a relapse and is seriously ill.

KERN TAKES B. MEIER & SON.

B. Meier & Son, provision dealers of 516 Westchester Avenue, has been taken over by George Kern, Inc., of which Frank M. Firor is president. The firm of B. Meier & Son was started some fifteen years ago by Bernhard Meier, who later was joined by his son Edwin. The latter was the president of the company at the time of the merger. They carry a full line of provisions, manufacturing hams, bacon, bologna and sausages. The plant will be continued under the present management.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meat and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending April 21, 1928, with comparisons, as follows:

	Week ending April 21,	Prev. week.	Per. week.
Western drsd. meats:			
Steers, carcasses ..	6,823	7,064	7,01%
Cows, carcasses ..	464	472	73%
Bulls, carcasses ..	115	107	16
Veals, carcasses ..	10,327	12,051	12,08%
Lambs, carcasses ..	18,290	22,286	21,88%
Mutton, carcasses ..	1,391	1,879	2,43
Beef cuts, lbs ..	109,530	147,766	71,87
Pork cuts, lbs ..	1,122,545	1,593,274	1,17,34
Local slaughters:			
Cattle ..	9,454	8,518	10,17
Calves ..	16,849	18,182	18,97
Hogs ..	54,211	52,436	45,39
Sheep ..	44,730	39,782	40,04

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on April 26, 1928, as follows:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):	\$20.00@21.50	\$21.00@22.00	\$21.00@23.00	\$22.00@23.00
Choice	18.00@20.00	20.00@21.00	19.50@22.00	20.50@21.50
Good				
STEERS (lt. & Med. Wt., 700 lbs. dn.):	20.50@22.00	21.00@23.00	22.00@23.00	20.50@21.50
Choice	18.50@20.50	19.50@20.00	19.00@22.00	20.50@21.50
STEERS (All Weights):				
Medium	18.00@19.00	19.00@19.50	17.50@19.50	18.00@20.00
Common	16.00@17.50	16.50@17.00	14.50@15.50	14.50@15.50
COWS:				
Good	16.00@17.50	18.50@19.00	17.00@18.00	18.00@19.00
Medium	15.00@16.00	17.50@18.50	15.50@17.00	16.00@17.00
Common	14.00@15.00	16.50@17.50	14.50@15.50	14.50@15.50
FRESH VEAL (1):				
VEALERS:				
Choice	21.00@23.00	22.00@25.00	23.00@25.00	22.00@23.00
Good	19.00@21.00	19.00@21.00	20.00@24.00	20.00@22.00
Medium	17.00@19.00	16.00@18.00	17.00@21.00	16.00@19.00
Common	15.00@16.00	14.00@16.00	15.00@18.00	13.00@16.00
FRESH LAMB AND MUTTON:				
SPRING LAMB:				
Good-choice	34.00@37.00	34.00@30.00	35.00@38.00	34.00@36.00
Medium	33.00@34.00	33.00@34.00	33.00@35.00	32.00@34.00
Common				
LAMB (30-42 lbs.):				
Choice	31.00@32.00	32.00@33.00	32.00@34.00	32.00@33.00
Good	30.00@31.00	31.00@32.00	31.00@33.00	31.00@32.00
LAMB (42-54 lbs.):				
Choice	29.00@31.00	30.00@32.00	31.00@33.00	31.00@32.00
Good	27.00@30.00	29.00@30.00	30.00@32.00	30.00@31.00
LAMB (All Weights):				
Medium	26.00@30.00	28.00@30.00	30.00@31.00	.....
Common				
MUTTON (Ewes):				
Good	17.00@19.00	21.00@22.00	20.00@22.00	19.00@20.00
Medium	15.00@17.00	19.00@20.00	17.00@19.00	16.00@18.00
Common	12.50@15.00	15.00@17.00	15.00@17.00	.....
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	25.00@27.00	28.00@30.00	27.00@31.00	27.00@30.00
10-12 lbs. av.	24.00@26.00	28.00@30.00	26.00@30.00	27.00@29.00
12-15 lbs. av.	22.00@24.00	26.00@28.00	25.00@28.00	25.00@27.00
15-18 lbs. av.	19.00@22.00	23.00@26.00	24.00@27.00	23.00@25.00
18-22 lbs. av.	16.00@19.00	22.00@25.00	22.00@25.00	21.00@24.00
SHOULDERS:				
N. Y. Style—Skinned	14.00@16.00	.....	13.00@16.00	16.00@18.00
PICNICS:				
4-6 lb. av. ....	.....	.....	.....	15.50@16.50
6-8 lb. av. ....	.....	.....	.....	15.00@15.50
BUTTS: Boston Style	18.00@20.00	.....	17.00@20.00	18.00@20.00
SPARE RIBS: Half Sheets	13.00@15.00	.....	.....	.....
TRIMMINGS:				
Regular	13.00@14.00	.....	.....	.....
Lean	16.00@17.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

April 28, 1928.

Tel. Gramercy 2950

The American Casing Co.

Importers and Exporters

SAUSAGE CASINGS

314 East 21st St.

New York City

SAYER & COMPANY, INC.

Successors to WOLF, SAYER & HELLER, INC.

SAUSAGE CASINGS

Main Office: 437-439 W. 16th St., New York City

Phone—Watkins 6964-6965

THE DRODEL CO., Inc.**SAUSAGE CASINGS**

Import

336 Johnson Ave.

Export

Brooklyn, N. Y.

New York Butchers' Supply Co., Inc.**SAUSAGE CASINGS AND SUPPLIES**

513 Hudson St.

NEW YORK, N. Y.

NEW YORK NEWS NOTES.

J. P. Sprang, Swift & Company, Chicago, was in New York this week.

L. J. Fluckiger, beef department, Swift & Company, New York, is spending the week in Chicago.

J. A. Graf, of the general superintendent's office, and G. R. Mawer, canned food department, Armour and Company, Chicago, were visitors to the city this week.

G. A. Hess, president of Oswald & Hess, Pittsburgh, Pa., made quite an extensive visit to New York last week, visiting a number of plants in the city and nearby places.

Theresa Trunz, the second daughter of Mr. and Mrs. Max Trunz, will be married on May 1st to Dr. Joseph Stahl at St. Malachy Church, Brooklyn. The ceremony will be followed by a wedding breakfast at the Hotel Bossert, after which the young couple will take a honeymoon trip of a month through the Middle West.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Apr. 21, 1928, were reported officially as follows:

	Cattle	Calves	Hogs	Sheep
Jersey City	4,380	9,680	4,732	17,934
New York	658	5,304	22,295	8,531
Central Union	3,336	1,854	87	13,524
Total	8,354	16,900	27,114	30,980
Previous week	7,441	16,660	30,282	32,388
Two weeks ago	6,471	15,736	30,130	36,767

**THE
CASING HOUSE
BERTH. LEVI & CO., INC.**

ESTABLISHED 1842

NEW YORK
BUENOS AIRESCHICAGO
HAMBURGLONDON
WELLINGTON

Mortadella, Meat Loaves, Liver Sausage, Braunschweiger, Etc., are not complete without ZENOBLA Fancy Green Shelled

PISTACHIO NUTS

Write for Sample, Price and Formula for Use
ZENOBLA CO. 40 Hudson St., New York

**THOMSON & TAYLOR
COMPANY**

Recleaned Whole and Ground
Spices for Meat Packers
CHICAGO, ILLINOIS

institutional buying and cooking; also local tea room and restaurant operators.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal and city inspection for the week ended April 21, 1928, with comparisons are officially reported as follows:

	Week ending	Prev.	Cor.
	April 21	week.	week.
Western dressed meats:			
Steers, carcasses	1,988	1,554	3,039
Cows, carcasses	1,608	1,895	2,111
Bulls, carcasses	49	49	50
Veals, carcasses	1,754	1,442	2,492
Lambs, carcasses	10,889	11,701	10,003
Mutton, carcasses	185	261	354
Pork, lbs.	303,502	483,970	386,128
Local slaughters:			
Cattle	1,451	962	1,628
Calves	3,832	2,684	4,119
Hogs	10,200	10,468	11,238
Sheep	3,624	3,617	4,286

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended April 21, 1928, with comparisons, were as follows:

	Week ending	Prev.	Cor.
	April 21,	week.	week.
Western dressed meats:			
Steers, carcasses	2,111	1,771	2,438
Cows, carcasses	1,170	946	895
Bulls, carcasses	378	315	432
Veals, carcasses	2,209	2,336	2,687
Lambs, carcasses	9,932	11,017	10,035
Mutton, carcasses	843	1,057	1,315
Pork, lbs.	357,749	471,914	366,232
Local slaughters:			
Cattle	1,797	1,520	1,855
Calves	3,106	2,408	2,779
Hogs	18,462	17,972	12,688
Sheep	4,217	3,767	4,787

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$13.50@13.85
Cows, medium	7.25@ 8.50
Bulls, light to medium.....	8.75@ 9.50

LIVE CALVES.

Calves, veals, good and ch.....	\$14.50@16.00
Calves, com. to med., per 100 lbs.....	12.00@13.50

LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice.....	\$20.00@21.00
Lambs, mixed	15.50@16.00

LIVE HOGS.

Hogs, heavy	10 1/4 @ 10 1/2
Hogs, medium	10 1/2 @ 11
Hogs, 120 lbs.	9 1/2 @ 10
Roughs	9 @ 9 1/2
Good Roughs	9 1/2 @ 10

DRESSED HOGS.

Hogs heavy	@14
Hogs, 180 lbs.	@14 1/4
Pigs, 80 lbs.	@14
Pigs, 80-140 lbs.	14 1/2 @ 15 1/4

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	23 @24
Choice, native light	23 @24
Native, common to fair.....	21 @22

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@23
Native choice yearlings, 400@600 lbs.	20 @22
Western steers, 600@800 lbs.	17 @18 1/2
Good to choice heifers	17 @18
Good to choice cows	17 @18
Common to fair cows	15 1/2 @ 17
Fresh bologna bulls	13 1/2 @ 13 1/2

BEEF CUTS.

	Western	City.
No. 1 ribs.....	24 @25	30 @25
No. 2 ribs.....	21 @23	24 @29
No. 3 ribs.....	18 @18	20 @24
No. 1 loins.....	29 @32	36 @40
No. 2 loins.....	28 @29	32 @35
No. 3 loins.....	22 @24	26 @31
No. 1 hinds and ribs	25 @28	25 @29
No. 2 hinds and ribs	22 @24	23 @24
No. 3 hinds and ribs	20 @21	21 @22
No. 1 rounds.....	19 @20	21 @22
No. 2 rounds.....	18 @18	19 @20
No. 3 rounds.....	17 @17	17 @18
No. 1 chuck.....	18 @19	18 @20
No. 2 chuck.....	16 @18	16 @17
No. 3 chuck.....	13 @13	15 @15
Bolognas	6 @ 6	15 @15 1/2
Rolls, reg., 6@8 lbs. avg.....	22 @23	23 @23
Rolls, reg., 4@6 lbs. avg.....	17 @18	18 @18
Tenderloins, 4@6 lbs. avg.....	60 @20	60 @20
Tenderloins, 5@6 lbs. avg.....	80 @20	80 @20
Shoulder clods	10 @11	11 @11

DRESSED CALVES.

Prime	24 @26
Choice	21 @24
Good	18 @22
Medium	16 @19

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	35 @37
Lambs, good	33 @35
Sheep, good	18 @20
Sheep, medium	15 @17
Sheep, common	13 @15

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	20 @21
Hams, 10@12 lbs. avg.....	19 1/2 @20
Hams, 12@14 lbs. avg.....	19 @20
Picnics, 4@6 lbs. avg.....	12 @13
Picnics, 6@8 lbs. avg.....	12 @12
Rolllettes, 6@8 lbs. avg.....	13 @14
Beef tongue, light.....	28 @32
Beef tongue, heavy.....	32 @34
Bacon, boneless, Western.....	22 @23
Bacon, boneless, city.....	18 @19
Pickled bellies, 8@10 lbs. avg.....	14 @15

FANCY MEATS.

Fresh steer tongues, untrimmed.....	28c
Fresh steer tongues, l. c. trm'd.....	88c
Sweetbreads, beef	70c
Sweetbreads, veal	\$1.00
Beef kidneys	8c
Mutton kidneys	8c
Livers, beef	88c
Ox tails	18c
Beef hanging tenders.....	28c
Lamb tripe	10c

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	29 @30
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	50 @51
Shoulders, city, 10@12 lbs. avg.	35 @16
Shoulders, Western, 10@12 lbs. avg.	35 @16
Butts, boneless, Western	20 @21
Butts, regular, Western	18 @19
Hams, Western, fresh, 10@12 lbs. avg.	19 @20
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs. avg.	21 @22
average	11 @12
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	10 @11
Spareribs, fresh	13 @14

LIVE POULTRY.

Fowls, colored, per lb., via express.....	60c
Turkey hens, via express.....	60c
Geese, swan	75c
Pigeons, per pair, via freight or express.40	60c

BUTTER.

Creamery, extras (92 score).....	60c
Creamery, firsts (88 to 91 score).....	44 1/2c
Creamery, seconds	43 1/2c
Creamery, lower grades.....	42 1/2c

EGGS.

(Regular packed.)	
Extras	30 1/2c
Extra firsts	29 1/2c
Firsts	28
Checks	25 1/2c

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.75c
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	2.80
Blood, dried, 15-16% per unit.....	3.00
Fish scrap, dried 11% ammonia, 10% fish guano, foreign 13@14% ammonia, 10% B. P. L. f.o.b. fish factory.....	5.10 & 10
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. f.o.b. fish factory	4.90 & 10
Soda Nitrate, in bags, 100 lbs. spot.....	4.00 & 10
Tankage, ground .10% ammonia, 15% B. P. L. bulk.....	4.00 & 10
Tankage, unground, 9@10% ammonia. 4.25 & 10	

Phosphates.

Bone meal, steamed, 8 and 50 bags, per ton	per ton
Bone meal, raw 4 1/2 and 50 bags, per ton	per ton
Acid phosphate, bulk, f. o. b. Balti more, per ton, 16% flat.....	per ton
Potaah.	
Manure salt, 20% bulk, per ton.....	per ton
Kainit, 12.4% bulk, per ton.....	per ton
Muriate in bags, basis 80%, per ton..	per ton
Sulphate in bags, basis 90%, per ton..	per ton

Beef.

Cracklings, 50% unground.....	per ton
Cracklings, 60% unground.....	per ton
Meat Scraps, Ground.	
50%	per ton
55%	per ton

CURING MATERIALS.

DREDGED CALFSKINS.

In lots of less than 25 bbls.: Bbls. per lb.	Dbl. Bags
Double refined saltpetre, granulated	6c
Double refined saltpetre, small crystal 7 1/2c	7 1/2c
Double refined large crystal saltpetre. 8 1/2c	8 1/2c
Double refined nitrate soda	3 1/2c
In 25 barrel lots:	
Double refined saltpetre, granulated	5 1/2c
Double refined saltpetre, small crystal 7 1/2c	7 1/2c
Double refined saltpetre, large crystal 8 1/2c	8 1/2c
Double refined nitrate soda, granulated 3 1/2c	3 1/2c
Fowls—fresh—dry pkd.—to box—fair to good:—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	28 @31
Western, 48 to 54 lbs. to dozen, lb.	28 @29
Western, 43 to 47 lbs. to dozen, lb.	27 @30
Western, 36 to 42 lbs. to dozen, lb.	26 @29
Western, 30 to 35 lbs. to dozen, lb.	24 @27
Fowls—fresh—dry pkd.—prime to foy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	32 @32
Western, 48 to 54 lbs. to dozen, lb.	32 @29
Western, 43 to 47 lbs. to dozen, lb.	31 @31
Western, 36 to 42 lbs. to dozen, lb.	30 @30
Western, 30 to 35 lbs. to dozen, lb.	28 @28
Fowls—frozen—dry pkd.—fair to good:—12 to box:	
Western, 60 to 65 lbs., lb.	27 @29
Western, 55 to 59 lbs., lb.	27 @29
Western, 43 to 47 lbs., lb.	26 @28
Western, 36 to 42 lbs., lb.	23 @25
Ducks—	
Long Island, prime, frozen, bbls.	19 @20
White, 60 to 65 lbs., lb.	27 @29
White, 55 to 59 lbs., lb.	27 @29
White, 43 to 47 lbs., lb.	26 @28
White, 36 to 42 lbs., lb.	23 @25
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	45 @50
White, 11 to 12 lbs. to dozen, per lb.	45 @50

Lincoln Farms Products Corporation	
Collectors and Renderers of	
Bones FAT Skins	
Manufacturer of Poultry Feeds	
Office: 407 E. 31st St.	
NEW YORK CITY	
Phone: Caledonia 0114-0124	
Factory: Fink St., Jersey City, N. J.	

1922

GN
GS
GH
GU

GH
% GH
% GH
% GH

% GH
% GH
GH
% GH
L.

750.00

GH

GH

10 & 10

50 & 50

10 & 10

@ 2.88%

10 & 10

25 & 25

GH

GH

G 2.00

G 12.00

G 2.00

G 2.00

G 12.00

G 1.00

G 1.00

GH

GH

C.

S

on

or-

cts

ins

is

J.